

GRAIN DEALERS JOURNAL

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Vol. I. No. 3.

CHICAGO, ILL., AUGUST 25, 1898.

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ONE DOLLAR PER YEAR.

REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

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Elevators in Central Illinois on Wabash, C. & A.,
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SPECIALTY: White and Yellow Corn
Fresh from Farmers.

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.....OF **CORN,** CLIPPED AND NATURAL OATS
Our Special Brand of White Oats
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Grain Warehouses at Kentland, Beaver City, Earl
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KNIGHT & SON,
MONTICELLO, ILL.
OUR SPECIALTY.....
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...In **Grain,**
MILLING WHEAT
A SPECIALTY. ELLSWORTH, KAN.

L. T. HUTCHINS & CO.
Grain Merchants,
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BLADEN AND
WESTERN, NEB. **GRAIN**

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Clipped Oats, Clover and
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Shippers of **Clipped White Oats, Corn,**
MILLING WHEAT, MILLFEED,
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if U want
A GRAIN CLEANER
G next page

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HARTFORD, CONN.
Correspondence Solicited. ❀ ❀ ❀ ❀

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2½ Union Wharf, PORTLAND, ME.
Want a Good Corn Account.
Ciphers: Robinsons and Jennings.

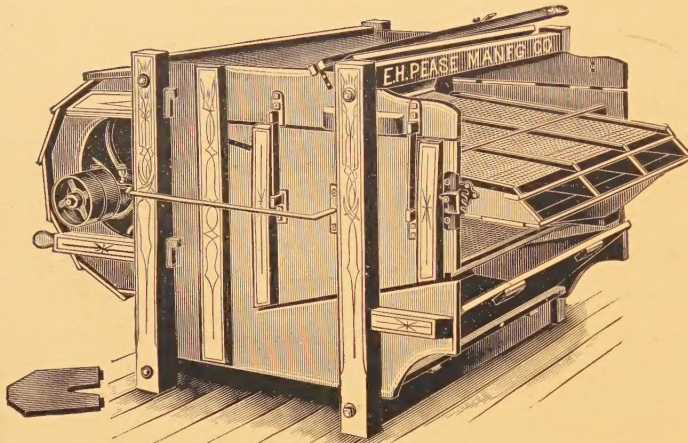
Long Distance Telephone No. 1558.
Western Union Wire in Office.
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IS A PROFITABLE INVESTMENT.

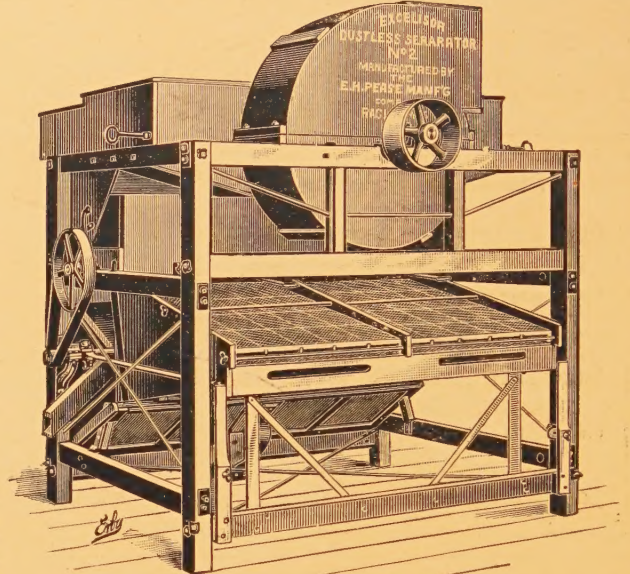
A Pease Cleaner

IS A GOOD CLEANER.

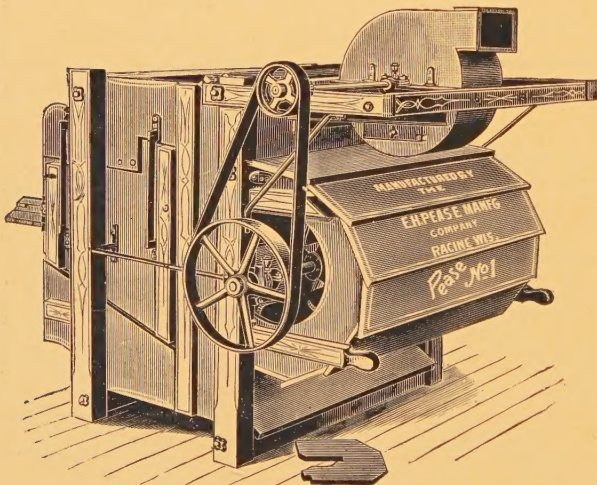


Pease End Shake Warehouse Fanning Mill.

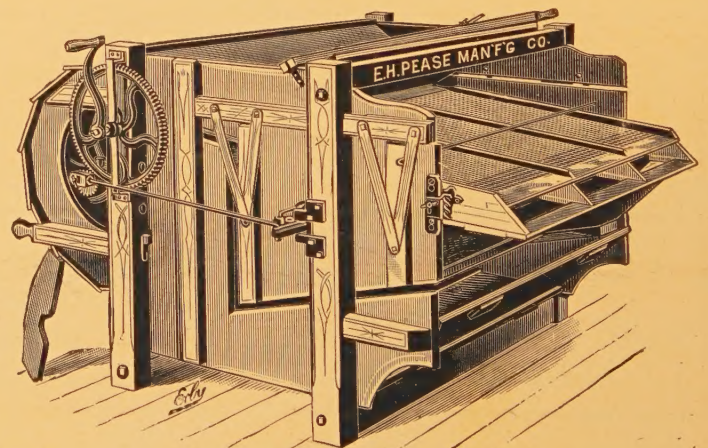
We make all sizes of cleaners for all kinds of grain. If the design of cleaner, workmanship and the quality of work done by it has any weight with you we can surely satisfy you. In addition to Corn and Flax cleaners we have the Pease Dustless Separators and Warehouse Fanning Mills, the Excelsior Dustless Warehouse and Elevator Separator, the Excelsior Separator and Grader, the Excelsior Combined Machine, and the Excelsior Oat Clipper.



Excelsior Dustless Elevator Separator.



Pease Dustless Separator.



Pease Side Shake Mill.

ALL KINDS OF POWER PLANTS, GENERAL MACHINERY AND SUPPLIES
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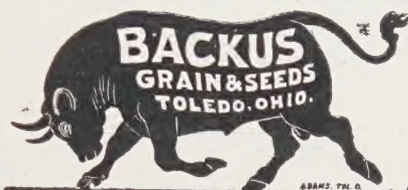
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SUCCESSORS TO
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Prompt Returns Made on Day of Sale

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Liberal advancements made on all consignments.
Goods received via all railroads.
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There is **Absolutely no Expense** attached to handling grains of any kind, either from wagons to cars or from cribs to cars.

Low Dump—only 28 inches high—any team can pull a load on our dump.

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Insures only desirable risks in Iowa, and has saved its policy holders in the past almost 75 per cent of Board rates.

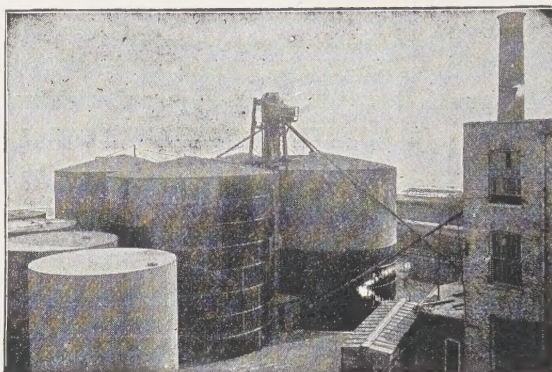
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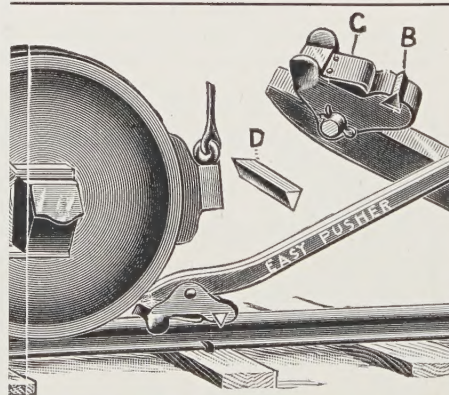
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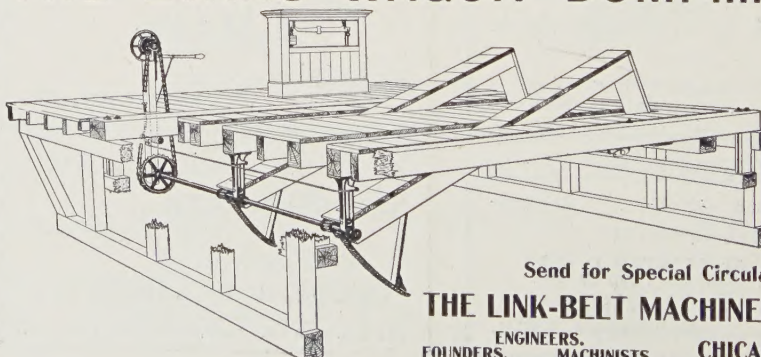
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THE EVANS WAGON DUMP..... PATENTED



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its line."

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Quanah, Texas,
July 15, 1898.

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Revised edition now ready, containing fifteen additional pages, including Quotations, Railroads, Grades of Grain, Mill Feed, Hay, phrases to meet the present demands of the trade; Bids, Acceptances, Billing, Shipping Instructions, Etc.

Price unchanged. Leather and Gilt, \$2.00; Cloth Binding, \$1.50.

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CLIPPED, CLEANED
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AT THE

Nickel Plate Elevator,

Operated by HARRY G. CHASE, 10 Pacific Ave.
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Mill and Warehouse Trucks,

Bag Trucks, Barrel Trucks,
Grain Wagons, Skids, Etc.



The Celebrated...
"REYNOLDS"
PLATFORM
WAGON,

Finest Mill Truck
Made....

Can be run from any angle on to Scales or Elevator; turns in its own length; one man can carry twice as much on it as upon any other truck made. 23 Sizes. Get our Truck Catalogue and Prices.

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STANDARD SCALE & FIXTURES CO.
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May be worn at pleasure by the Four Hundred or the Four Thousand, at any one of the nine hundred and ninety-nine delightful summer resorts along the lines of the Chicago, Milwaukee & St. Paul Railway in the cool regions of Wisconsin, Minnesota, Iowa and Michigan, not omitting the famous Excelsior Springs of Missouri.

Within three hours' ride of Chicago are some of the most beautiful lake and country resorts in Wisconsin. Oconomowoc, Waukesha and Delavan are among the list. A little farther away are Elkhart Lake and the Dells of the Wisconsin River; and beyond are Marquette—with its magnificent Hotel Superior—Minocqua, Star Lake, Lake Minnetonka, Lakes Okoboji, Spirit Lake and hundreds of other deliciously inviting and invigorating spots where energy will be revived and life prolonged by a visit of a few days or a sojourn of a few weeks.

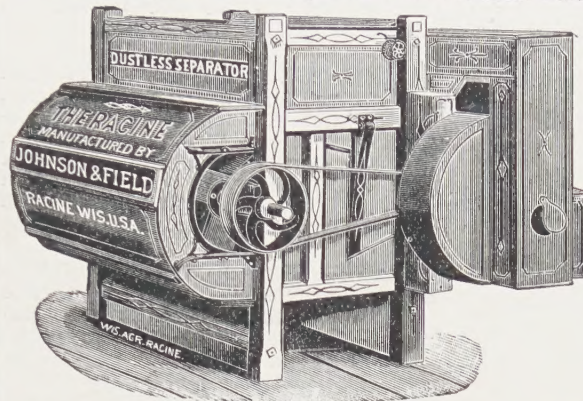
The season opens early in June and lasts until late in September.

Excursion tickets are sold every day during the summer months. Our summer guide book with list of hotels and boarding houses will be sent free upon application to Geo. H. Heafford, General Passenger Agent, Old Colony Building, Chicago, Ill.

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DUSTLESS GRAIN SEPARATOR

Embodies more Points of Excellence than any other machine offered for similar purposes, and is **Light Running, Large in Capacity, Perfect in Separation** and with **Great Strength and Durability.**



Made in Different Sizes to
Meet Different Requirements.

THE RACINE Heavy Warehouse Mill

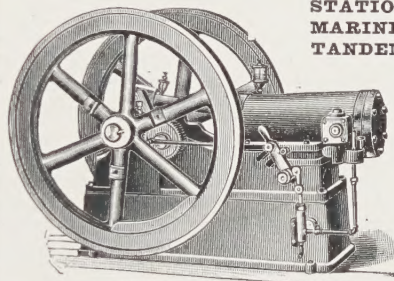
Is especially adapted for horse power use, is supplied with **Patent Governor Pulleys**, has an even and steady speed, is built extra heavy and bolted throughout. This machine has large capacity and is more durable than any other Warehouse Mill made.

**Elevator Machinery
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Send for Catalogue
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The WHITE Gas and Gasoline Engine



STATIONARY 1 to 12 H. P.
MARINE 1 to 8 H. P., Single.
TANDEM 4 to 16 H. P.

**SIMPLICITY!
ECONOMY!
DURABILITY!**

Adopted by the Elevators in the Northwest.

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Send for Catalog.

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FOR SALE.

AT ONE HALF VALUE.—If you want to sell a grain elevator or warehouse advertise it where grain dealers will read it. That is right here.

TWO TUBULAR BOILERS 48 inches by 16 feet, for sale at a bargain. For prices and description address Muscatine Oat Meal Co., Muscatine, Iowa.

SEPARATOR—A second hand No. 4 Duplex Separator and Grader made by Barnard & Leas, for sale cheap. Address, Baumann Bros., Milwaukee, Wis.

GOOD GRAIN BUSINESS for sale. Elevator for sale or rent at station which shipped 650 cars last year. Address Box 45, Lombardville, Stark Co., Ill.

GRAIN CLEANERS, engines and machinery not in use, which are in your way and increase the fire hazard of your plant, can be sold by advertising them in this column.

ELEVATOR—About 40,000 bus. capacity at a good grain point within 40 miles of Milwaukee for sale. Good facilities for cleaning and mixing in transit. A rare chance; good reason for selling. Address, Box 249, Milwaukee, Wis.

BELT LINE ELEVATOR FOR SALE OR RENT.—Situated at junction Grand Trunk and Belt Railroads, Chicago, 100,000 bu capacity. Also country elevators. For particulars apply Geo. H. Sidwell & Co., 542 Rialto Bldg., Chicago.

IRON ROOFING.—Brand new 6, 8 and 10 feet lengths at \$1.75 per square of 10 ft. x 10 ft. Send for General Catalogue. Local and long distance telephones: "Yards 827 and 883." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

SCALES FOR SALE.—We have eight (8) 500-bushel Fairbanks Hopper Scales with heavy iron pillars and wood caps, we bought at a sacrifice. We now offer, at a small advance, all or any of them. Guaranteed perfect and U. S. Standard. Address Standard Scale & Fixtures Co., 610 N. 4th Street, St. Louis, Mo.

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LARGE TRACK SCALE—For sale cheap. In first-class condition; capacity 100,000 lbs.; will weigh cars up to 38 feet in length; owners have no use for it; will sell same f. o. b. cars Grand Rapids, at a bargain. Speak quick if you want it. Valley City Milling Co., Grand Rapids, Mich.

ELEVATOR FOR SALE OR TRADE.—I will sell, or trade for a good farm, my elevator well supplied with the necessary machinery for shelling, cleaning, grinding and handling all kinds of grain. Located in the heart of the corn belt. Address G. G. G., Box 2, care Grain Dealers Journal, Chicago, Ill.

SECOND HAND GAS AND GASOLINE ENGINES.—We have a big line of second hand Gas and Gasoline Engines, all in good working order, sizes from 2½ h. p. to 35 h. p. Write for prices. Local and long distance telephones "827 and 883 Yards." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

LAND SUITABLE FOR ELEVATOR site, shipyard, rolling mill or factory for sale. One mile below New Orleans, the natural outlet for the export grain trade of the West and South. Two lines of railroad on a non-caving bank levee over 100 years old. Address M. W. Darton, 3424 Magazine St., Station C. or Capt. Henry Willett, Mechanics' & Dealers' Exchange, New Orleans, La.

DOCKS SUITABLE FOR ELEVATOR PURPOSES.—To those interested in the grain trade, Tonawanda, N. Y., offers unsurpassed facilities for the transferring of grain from lake vessels to canal boats and to the several railroads. The undersigned has two fine sections of dock which he will sell very reasonable. This property fronts the river over one thousand feet, with ample water for the largest vessels, and has railroad running entire length, also canal privileges the entire length. Anyone wishing to put up an elevator will find this property a bargain. Address M. M. SMITH, North Tonawanda, N. Y.

WANTED.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

POSITION as traveling solicitor for grain receiving house. J. B. C., care Grain Dealers Journal, Chicago, Ill.

A **SECOND HAND** scale, cleaner, clipper or other machinery can be obtained at a low price by advertising your want here.

POSITION as manager of grain station in Iowa wanted. Address A. Larson, Box 3, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED.—I want to rent or buy an elevator at a country station in Illinois. Address Windsor, care Grain Dealers Journal, 10 Pacific Ave., Chicago, Ill.

HELP! If you want an elevator superintendent, a buyer, a foreman, a bookkeeper, a machine tender or an engineer, make it known to those connected with the trade by advertising your want in this department.

FOR RENT.

TO LET.—Space in this department, to elevator owners who wish to lease an elevator or warehouse.

MISCELLANEOUS.

IF YOU do not find what you want advertise for it here.

Locations for Industries at Chicago.

Industries located on the line of The Belt Railway Co., of Chicago, are afforded unequaled switching facilities and the advantage of connecting with all Chicago railroads. They have the benefit of competitive rates and an abundant supply of cars for shipments at all times. Parties contemplating the establishment of industries in the vicinity of Chicago are invited to communicate with the undersigned, who will promptly furnish full information in regard to location, switching rates, car supply, etc.

B. THOMAS,
Pres. and Gen. Mgr.,
Dearborn Station, Chicago.

if U desire...

to keep informed on what is going on in the grain trade write your name and address on the back of this and mail together with One Dollar to the **Grain Dealers Company**, 10 Pacific Avenue, Chicago, Ill., and you will receive the

GRAIN DEALERS JOURNAL

regularly for one year.

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a sign on your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousand signs spread over a great many square miles. You can't carry everybody to your sign, but the **GRAIN DEALERS JOURNAL** can carry your sign to everyone in the trade. * * * * *

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month at
10 PACIFIC AVE., CHICAGO, ILL.

BY THE

GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., AUGUST 25, 1898.

Send us copies of contract used in contracting with farmers for the purchase of his crops.

The Spanish government has withdrawn its edict, forbidding the exportation of grain.

It is reported that some changes will be made in the grain inspection force at East St. Louis, Ill.

Will the railroads eventually go into the grain business, or will the interstate commerce law interfere?

The editor of the Toledo Daily Market Report still longs for somebody to help the Chicago market brace up.

Bucket shop managers in the Southwest are still much disgruntled by the tax levied upon them by the internal revenue law.

The season of car famines is at hand, and the grain shipper who has to fill contracts should keep this fact constantly before him.

The elevator man who permits the rain to beat into his cupola through the broken windows, will have himself to blame when he finds his grain will not grade.

The banner yield of wheat so far reported for 1898 comes from the Pennsylvania State College experimental farm. The superintendent claims a yield of 56 bushels per acre.

The Grain Shippers' Association of Northwest Iowa is still working earnestly to bring about the readjustment of rates on grain from Northwest Iowa to Mississippi river points and Chicago.

The reports from Manchester, England, are to the effect that the continued success of the new elevator at that point, which is built on the American plan, is attracting engineers from all parts of Europe.

Denver is to have a large grain elevator, and the newspapers of that city are now weaving fairy stories about the great grain center of the Rockies. It is reasonable to suppose that they are planning a great disappointment for themselves.

The Philadelphia Record asks: Why not \$1 wheat still? If the Record is honestly and earnestly desirous of having \$1 wheat, it should look up another Joseph to corner or at least to attempt to corner the market.

A heavy wire screen placed over the windows of the elevator will keep out sparks from passing locomotives, sparrows and pigeons, and will protect the windows from stones and other missiles hurled by mischievous boys.

An Italian astronomer has discovered that the earth has two moons. This cannot be compared to the discovery of many country elevator men who cannot resist the temptation to speculate, and discover when too late that a buzz-saw goes with every option.

Send us the names of the firms regularly engaged in the grain business at your own and nearby stations. We desire to publish a complete list of those regularly engaged in the grain business for the information of receivers who prefer not to do business with others.

The farmers seem determined to hold back their wheat for better prices. The high prices served by Joseph Leiter last season seem to have made speculators of the majority of them. Winter wheat farmers are probably no worse than those of the spring wheat districts.

Regular dealers who expect to attend the annual meeting of the Grain Dealers' National Association in Chicago Nov. 2 and 3, and all are welcome to do so, should send suggestions to the secretary for any subject which they would like to hear discussed at that time.

According to a circular letter of J. F. Zahm & Co., of Toledo, the stock of clover seed carried over in that city from last year is estimated at 40,000 to 50,000 bags; some even place the stock at a larger amount. It seems impossible to arrive at any reliable estimate of the supply.

The Hay Trade Journal for August 19th contains a very complete report of the recent convention of the National Hay Association at Buffalo. In addition to list of those present it contains copies of several valuable papers read at the meeting, and a report of the proceedings.

The Daily Commercial Record of Duluth predicts that five cent swings will be the rule in wheat market for the next 60 days. No doubt the bears who were caught short by Joseph last season will be satisfied with five cent swings, but this is a pretty cheap affair for a prosperous bull.

The Texas Grain Dealers' Association which was organized at Fort Worth Aug. 16, is receiving the hearty support of the regular dealers of that state. Another meeting will be held at the same place Sept. 6 and from the present in-

dications Texas will soon have one of the strongest grain trade associations of the country.

The grain dealer who reads about and studies the problems which he meets with in his business merits success, and no doubt will win; while the dealer who shirks the responsibilities and hopes to make a profit by avoiding the problems which confront him, is likely to be outdistanced soon by his more enterprising competitors.

The directors of the Kansas Grain Dealers' Association held a meeting in Kansas City Aug. 19th. The Kansas Association seems to have many meetings, and it surely does much effective work for the advancement of the interests of its members. Secretary Smiley continues to keep everlastingly at it and does not permit association work to lag at any point.

The Illinois Railroad and Warehouse Commissioners met in Chicago recently and adopted a new grade of Northern Spring Wheat to be known as No. 2 Northern. A change has also been made in the rule governing No. 2 red winter wheat. These changes will take place next month as is stated in the announcement of Chief Grain Inspector Noble, published elsewhere in this number.

Does the centralization of the grain business foretell of the extermination of the regular grain dealer of the country? Will the future operators of country elevators, all be hired men? Unless something is done in the near future to secure fair and equitable rates for all regular grain shippers, it would seem that those favored in the matter of rates would eventually absorb the entire business.

The National Hay Association will hold its next annual meeting at Detroit in August, '98. The officers elected at the last meeting were: President, D. W. Clifton, of St. Louis; first vice-president, F. D. Voris, of Neoga, Ill.; second vice-president, C. R. Tomlinson, Richmond, Va.; secretary and treasurer, F. F. Collins, Cincinnati, Ohio. The association is growing and doing much good work.

Now that the war is over and the commercial aids of the federal government are no longer under instruction to keep a sharp lookout for the phantom fleet, they will give their time once again to the quest of foreign markets for American products. With the advance of civilization in the Philippines, Cuba and Puerto Rico, the people of these islands will probably become consumers of American breadstuffs, and the sooner our exporters make an effort to educate them in the use of our breadstuffs, the sooner will we get control of the markets.

It may be encouraging to the fire insurance companies which have suffered several losses on the old storage elevators of Chicago during the last year, to know that the Air Line Elevator was the only one lighted by gas, and to this cause alone does it owe its destruction by fire. The old houses along the Chicago river are so far behind the times that it is a wonder so few fires have occurred in the city's elevators during recent years.

South Dakota crop reporters have striven so persistently to outdo one another in telling about the state's wheat harvest this year, that a Yankton reporter in despair says: "The crop situation in South Dakota is so favorable that the truth seems incredible. Wheat, the principal crop, is immense, both in yield and acreage and surpasses the most sanguine expectations." It must be that the reporter saw a whole field of wheat.

Experts who have inspected many samples of spring wheat are of the opinion that there will be comparatively few screenings in it this year. Last year's wheat contained an unusual amount of seed, while the wheat harvested this year is much cleaner than usual. Something must be found to serve as a substitute for the screenings, and no doubt low grade grain and ground feed will be in better demand as a result of the scarcity of screenings.

Some parts of the East seem afflicted to an unusual degree this year with that troublesome pest, the grain weevil, and elevator men may expect to experience more trouble from this source than for a number of seasons. Many of them will no doubt use bisulphide of carbon in their attempt to exterminate the pests. If they do use it, they should not neglect to get permits for using same from the insurance companies carrying their risks, as to do so without a permit would nullify their policy.

We have received several contract forms used by country elevator men in making contracts with farmers for the purchase of their grain. We thank our readers for responding so promptly to our request for copies of forms of contract used by them. We will publish several of them in the next number of the Grain Dealers Journal, and we hope that others will in the meantime send us copies of the form of contract they use in contracting with the farmers for the future purchase of his grain.

Yellow fever is again reported at several gulf ports and the trade seems likely to be interfered with again. However, the reports are denied and it is to be hoped that the South will not have its business interfered with by this scourge as it was last year. The enterprising grain merchants of the South have

been working vigorously for several years to divert a portion of the export grain trade to the Gulf, and have expended considerable money in providing facilities for handling grain promptly.

According to the last report of the Illinois Board of Agriculture, 1,911,852 acres of wheat were harvested in the state this season. The average yield was but 9 bushels per acre, the total product being 18,383,943 bushels. Illinois has been particularly unfortunate with its wheat for several years past. The stock on hand in excess of what is needed for seed and consumption is estimated at 563,474 bushels. The area of corn is but 98 per cent of last year's acreage, and the condition Aug. 1st but 79 per cent of a reasonable average. As the area devoted to corn is nearly 7,000,000 acres, there seems little doubt of there being enough corn to supply the demand.

F. D. Babcock, secretary and treasurer of the Grain Shippers' Association of Northwest Iowa, is also editor of the Rate Review, a spirited little weekly published under the auspices of the Rate League of Iowa. It is published at Ida Grove, Iowa, for fifty cents a year. Its object is to secure fair and just treatment to the people by the railroads, and of the railroads by the people, in other words it will be a fair-minded champion of justice and fairness in the matter of freight rates. Mr. Babcock has long given close attention to the rate problems in connection with his work in behalf of the Grain Shippers' Association of his district, and no doubt he will be able to call attention to many existing abuses in rates and have them changed.

Regular grain dealers will confer a favor upon many receivers, and help advance the interests of their brother dealers by sending us a list of the firms regularly engaged in the grain business at their own and near by stations. We are compiling lists of regular dealers for publication in the Grain Dealers Journal. We desire the town, state, name of the firm and the facilities possessed by each firm for handling grain. Names of scoop-shovel men, irregular and transient shippers are not wanted. Few receivers care to do business with scoop-shovel loaders, as they find them tricky and unreliable; unfamiliar with the methods of conducting the grain business, and dishonest. The scoop-shovel man makes trouble not only for receivers and the regular dealer, but he also causes the farmer much trouble and adds to his stock of discontent. It is our desire to publish in the Grain Dealers Journal a list of firms regularly engaged in the grain business in the different states for the benefit of receivers and regular shippers. The first installment of Illinois dealers will be pub-

lished in the Grain Dealers Journal for Sept. 10th. We hope that our many readers in this state will forward the desired information promptly and thereby assist us in advancing their interests.

Many elevator men who ignore the cost per horse power for operating their elevators would be somewhat amazed by the results of a careful investigation of this subject. All fuel used in vapor engines does not give the same results, and the cheapest fuel may be the most expensive. An Ohio dealer recently investigated the cost of operating his gas engine and found that it was costing over \$1 per day for gasoline, whereas but a short time before he secured sufficient natural gas to operate it for 15 cents a day. A difference of 85 cents in the daily operating expense of his elevator would make quite a difference in his year's profit. At last accounts he was figuring on putting in a steam plant. He said it would be cheaper to burn cobs which were going to waste than to submit to the extortions of the Standard Oil Company.

The greed of stock companies has done more to encourage the building of steel tanks for storing grain than any other influence. They have maintained exorbitant rates while it was possible, and in many cases have prevented settlement of loss until insurance failed to give the protection for which it was designed. If insurance companies were permitted to replace burned grain they would become speculators of the worst kind; losses would never be settled until the last minute, and not then if the company agents were under the impression that the market would decline so as to permit them to replace burned grain with grain at a few cents less per bushel. If the elevator men were expecting to consume the grain themselves, the replacement of burned grain would probably cause them no inconvenience or loss, but they are not consumers, and the sooner the insurance companies overcome their disposition to quibble over technical points in order to gain advantage over their patrons, the sooner will their business show an increase. Delay in the settlement of the losses on the Fitchburg elevator at Boston, the Pacific elevators at Chicago, and the Armour elevator D at Chicago, do not stand as shining testimonials of their desire to live up to their contracts.

All firms who have buyers out on the road report that the farmers will not sell their wheat and that the prospects for any material increase in the movement of grain are exceedingly poor.

M. W. LEE'S ELEVATOR AT DUNLAP, IA.

Western Iowa has many first class well-equipped country grain elevators; one of them is located at Dunlap, Harrison County. As is shown by our illustration it is located on a side hill which greatly facilitates the handling of grain in it. About one year ago M. W. Lee, who prior to that time had been engaged in the grain and coal business at Maurice, Iowa, for eight years, bought this plant and gave it a thorough overhauling.

The elevator proper which has a capacity of 30,000 bushels contains three dumps, one for wheat, one for oats and one for ear corn. A feed room and cob house are also provided. The elevator is 34x50 ft. and 30 ft. high to the eaves of the roof. Adjoining the elevator on the driveway side is an ear corn crib with hopper bottom.

The crib is on a level with the elevator floor so that corn can be run from crib through elevator ear corn dump and into sheller. The corn is elevated in the crib by means of a chain belt. It has a separate dump of its own, so that ear corn does not have to be touched

for market. He makes it a point to keep a good supply of choice milling wheat always on hand, and has thereby succeeded in building up a very satisfactory trade with the millers. The approach to his driveway is unlike most of the driveways of country elevators, it is down grade so the farmers' horses have no trouble in pulling loads to the dump. Mr. Lee is also interested in the firm of Lee & Gingery, of Valparaiso, Neb.

SOLICITING BUSINESS.

A grain dealer in southern Manitoba writes The Commercial of Winnipeg complaining of the custom which has developed in the trade of sending men out among the farmers to solicit business as follows:

"For the last few years the grain men have allowed their buyers to go into the country and solicit business. Last year this was done at Whitewater. One of the dealers, however, would not do this, neither would he go off his platform to wrangle and dispute about prices, but took what came to him, in some cases paying more than was offered in the country the day before by the canvassers.



M. W. Lee's Elevator at Dunlap, Ia.

with a shovel from the time it leaves the farmer's wagon until it is loaded into car. The ear corn is elevated by means of a chain belt. The crib has a storage capacity for 6,000 bushels of ear corn. The machinery of the plant is a 30 h. p. Frost Steam Engine and Boiler, a large size Willford & Northway Feed Roll with a meal bolter, a Barnard & Leas separator, one Barnard & Leas corn cleaner, one Victor corn sheller, three stands of elevator legs and a hopper scale. Adjacent to the elevator is a corn crib having a capacity of 15,000 bushels, also coal house of large capacity.

Mr. Lee gives close attention to the business and has provided a comfortable, well lighted office 14x20 ft. It is provided with local and long distant telephones and all the conveniences suitable for such a plant. He handles about 200,000 bushels of grain a year, being made up of corn, oats and wheat. Like every country elevator man who has equipped his elevator with all the improved machinery for handling grain Mr. Lee is convinced that it is a profitable investment and is on the lookout for any new devices which will assist him in handling grain or improving it

"Now this foolish custom is a great expense to all concerned, as each dealer had to have an extra man for street and country work."

The Commercial very wisely says: "As for the grain trade, there can be no excuse for the unbusinesslike custom of going into the country to solicit business. The farmer will have to pay for the increased cost of doing business in this way, as indeed he will have to do in the other lines of trade. Business men cannot pay the extra expense of soliciting without charging something for it."

A Kansas dealer has even gone farther and favors the grain dealer's staying in his grain office or elevator. He claims that it is foolishness for grain dealers to go out on the street and compete for grain. It is sure to result in their paying more than the grain is worth.

A number of hay shippers have insisted that there has been no money in hay this year, yet a colored boy found \$325 in a bale at Baltimore recently.

Four carloads of wheat were shipped from Texas to California recently, and the land owners of the lone star state are running around with swelled heads.

REPLACING BURNED GRAIN.

The insurance adjusters who were interested in the adjustment of the recent grain loss in the Armour Elevator "D," of this city, found it a very difficult matter to hold in check their desire to take advantage of the replacing clause in the standard policy, which reads as follows: "It shall be optional, however, with this company to take all or any part of the articles at such ascertained or appraised value, and also to repair, rebuild or replace the property lost or damaged with other of like kind and quality, within a reasonable time on giving notice within 30 days after the receipt of the proof herein required of its intention so to do."

The market price of wheat and flaxseed had declined so rapidly directly after the fire, that replacing the burned grain and seed would have enabled the adjusters to have saved over \$100,000 for their companies if their scheme could have been carried through. It seems contrary to the nature of the average adjuster to pay anything they can avoid paying. What is right or fair is not considered by them; their motto seems ever to be to make salvage for their companies in any way that they can, and to guard against this sharp practice we would advise all elevator men to protect themselves against the rank injustice of the replacing clause when applied to a grain loss, by having all grain policies written under the following policy form:

\$—On Grain and Seeds of all kinds, their own or held by them in trust or on commission, or sold but not delivered, if in case of loss the assured is legally liable therefor, while contained in the Elevator situated at and in cars therein and in cars on track within 100 feet of said Elevator.

No storage or other charges to be added to the market value of Grain and Seeds covered.

Other concurrent insurance permitted as required.

Loss, if any, under this policy, shall be determined and adjusted upon the value of the Grain and Seeds of like grades at the date of such loss, at such market or markets as at the date of such loss is most available to the assured, deducting therefrom the established tariff rate of freight from place of loss to such market or markets. If a fire occur on Sunday or a holiday it is understood and agreed that the last market quotation preceding the date of fire shall be considered the basis for settlement.

This slip is attached to and forms part of Policy No. of the Insurance Company of

Dated,, 1898.

..... Secretary.

The many friends of John Hill, Jr., who has for several years directed the fight of the Chicago Board of Trade against bucket shops were pained to learn that his house has been damaged by an explosion of dynamite recently. Mr. Hill who was formerly a grain commission merchant at Chicago has many friends in the trade. During recent years he has done much to suppress gambling and bucket shopping, and gamblers are credited with having attempted to cause Mr. Hill's death by an explosion of dynamite at his bedroom window. The police seem powerless to capture the culprits, and are credited with giving up the case.

LETTERS FROM THE TRADE

TRACK SCALES NOT SUITABLE FOR WEIGHING GRAIN.

Grain Dealers Journal:—The advantages of having hopper scales are not sufficiently appreciated. Track scales should not be used for weighing grain when hopper scales can be secured. The knives of a track scale are easily dulled by switching cars over it, and if not covered the scales will frequently get out of order, as rain, sleet, hail, snow and ice will prevent correct weighing. The wind blowing upon the cars will also interfere, and the weight of the empty car is frequently changed by rain and repairs, so it is evident that track scales are not the best for weighing grain.

Standard Scale and Fixture Co.
St. Louis, Mo.

TEST YOUR SCALES.

Grain Dealers Journal:—It is my experience that, as a rule, the dealer who has excessive shortages, does considerable kicking, before he investigates his own scales. It is always the other fellow's fault. I am not taking the other fellow's part. I know errors are liable to creep in at both ends of the line. I do think, however, that our elevator men should test their scales at least four times a year. If you have large hopper scales, a good way is to fill them with grain weighed on a smaller scale. This will tell you whether they are right or not. Timbers are liable to sag or touch, and when shipping to interior, some dealers may not report over-runs. If a dealer has over-runs, about the second time an over-run is reported, he concludes that his scales are not right, and there is nothing that will make them hustle faster than this. Play checkers on their coat tail? Well, I guess! Until they find out the trouble, and repair that scale. Do not stop at testing your hopper scale. Test your wagon scale. They are liable to get wrong. You may be paying the farmer for more grain than he is entitled to, or possibly not enough. The farmer may have good scales and if your weights are short, you are innocently being advertised over the country as giving short weights. If they over-run the farmer's weights, how many of them will tell you about it? They think perhaps they made a mistake. Yours truly,

E. A. Grubbs.

Greenville, O.

THE OHIO ASSOCIATION.

Grain Dealers Journal:—Thinking a few words from an Ohio dealer might be of interest, I take this opportunity of expressing myself. The Ohio Grain Dealers' Association was organized, I believe, in 1880, with McCord, Tingley, Wagner, Seeds and McAlister, as some of the first members, and they have been the fathers of the association ever since, and it is through their untiring efforts that it has been kept together from year to year.

I hope that the association will ultimately take up the business feature and make the association more valuable to the grain dealers of Ohio, and I further hope that we will have the encouragement of the Grain Dealers' National Association and also that of the Grain Dealers Journal to urge us on to good and beneficial work. The social feature of our association has always proven

a big success, and if our future business efforts are as successful in the years to come, I think I may predict great things for the good of the Ohio Grain Dealers.

J. W. McCord, of McCord & Kelley, Columbus, was one of the charter members of the Ohio Grain Dealers' Association, and each year since its organization has been identified in some official capacity, having served several years as secretary, three years as president, and frequently on the executive and legislative committees. While young in appearance, he is nearly the half century. He has been constantly engaged in the grain business at Columbus since 1876, with branches at different points in the State. Yours truly,

Ohio.

STORAGE CONTRACTS FOR COUNTRY ELEVATORS.

Grain Dealers Journal:—I notice that you wish copies of contracts used in buying grain from farmers. We have no copy of our regular grain contract in the office, as we have them printed on one page of a book, the opposite page being ruled for wagon weights. I will say, however, we have very little difficulty in not having contracts filled, as we keep after our agents about it, and will not allow them to contract unless they are sure they will get the grain as specified by the contract. I enclose copy of a storage contract that we use which may possibly be of some interest. The rate of storage is low, but we have found by experience that the farmers generally hold in store until considerable storage is earned. We recently settled a contract where the storage was $5\frac{1}{2}$ ¢ per bushel on ear corn and a couple of months ago we settled a contract on oats where the storage was $5\frac{1}{2}$ ¢ per bushel. Our storage contract is as follows:

risk, then they must estimate the grain they have low enough so as not to fall short, or stand the difference in the market.

M. McFarlin.

Des Moines, Iowa.

PORTLAND, MAINE, WILL HANDLE MORE GRAIN.

Grain Dealers Journal:—I write the following so the readers of the Grain Dealers Journal can see what is being done in a far eastern seaboard city to facilitate the handling of grain. The Grand Trunk R. R. Co. is carrying freight from Chicago to Portland, Me., in from four to five days. It is preparing yard room to accommodate twenty-five hundred cars, or fifteen miles of track at East Deering, a suburb of Portland. These additional tracks will enable the road to handle grain promptly and to get shipments through from Chicago to Portland without delay. The Grand Trunk R. R. Co. expects to increase its business for the season 1898-9 forty per cent over last year. Last year 9,000,000 bushels of grain were passed through the new elevator at Portland and 85 ocean steamers were loaded at the Grand Trunk R. R. Co.'s docks. Yours truly,

Edward P. Merrill.

Portland, Me.

THE SELECTION OF A GAS ENGINE.

Grain Dealers Journal:—I have read with interest the two editorials relative to gas engines in the Grain Dealers Journal for Aug. 10th, and as I have had some practical experience with gas engines, both in handling them and also in making comparative tests as to amount of fuel consumed, I would like to tell of some of the results obtained. I have found that before selling a man a gas

STORAGE CONTRACT.

I this day agree to deliver to the McFarlin Grain Co., at
for storage (Grade) on the following terms, to-wit:

One fourth ($\frac{1}{4}$ ¢) cent. per bushel for each 15 days or part thereof, until $1\frac{1}{2}$ ¢ on Shelled Corn or Oats, and $1\frac{1}{2}$ ¢ on Ear Corn per bushel is earned; then, after that, $\frac{1}{2}$ ¢ per bushel for each 15 days or part thereof. The storage to start at time the grain starts in and not more than 10 days after this agreement is made. The above rate of storage to include insurance and settlement to be made on the in-weight.

If said grain is stored by itself in special bin, then the rate to be $\frac{1}{4}$ ¢ per bushel for each 20 days or part thereof, until $\frac{1}{4}$ ¢ on Oats and Shelled Corn, 1¢ per bushel on Ear Corn is earned, then $\frac{1}{4}$ ¢ each 20 days or part thereof. The owner to take the risk of insurance, and settlement to be made on out-weights, the other terms of the contract to be the same.

It is agreed, that if the owner of said grain sells to any other than the McFarlin Grain Co., and it is held less than 30 days, then and in that case the storage to be not less than $\frac{1}{2}$ ¢ on Oats and Shelled Corn, $\frac{3}{4}$ ¢ on Ear Corn per bushel.

Oats and Shelled Corn to be sold and shipped out on or before September 1st of the following year. Ear Corn, November 1st following, unless otherwise agreed upon. If said grain is sold to McFarlin Grain Co., at the fair market price at said when the sale is made, then, and in that case only, the grain is to be held thirty (30) days free of storage.

.....Iowa.189....

Owner's Signature.....

I think this is a good subject to elaborate upon, and to try and get a uniform contract adopted, and if possible get all buyers to stand by it.

One of the most successful country buyers I ever knew, made all farmers sign written contracts, specifying the exact number of bushels and held them to it. My experience is that there is a great deal in getting farmers used to doing business in the right way; slack, loose business methods do not hold their trade any better than the other.

We give 10 bushels on the 100 bushels leeway or permit that much variation when they sell all the grain they have, and we expect them to deliver the larger amount if they have it. We are holding our agents strictly to this rule, claiming that if we take the 10 bushels on 100

engine it is best to know what use he intends to make of it, whether it is to run continually 10 hours a day or just part of a season. Knowing this you can tell whether it is best to sell him an expensive engine or a cheap one, and for the following reasons:

In the first place if he is to run his engine 10 hours a day you want to sell him a good machine, one that consumes the least amount of fuel per horse power per hour. Such an engine costs money. While the first cost may seem to be an extravagant price to pay, yet it will not be long before the fuel saved will pay the difference.

On the other hand, if the engine is to run, as a great many do in small country towns, only in what they call the busy season, which lasts two weeks or

possibly a month, then I have found it better to sell a cheaper engine and one that consumes more fuel, for generally in this case the interest on or the use of the money in the difference in cost will more than pay for the extra fuel used. I would be pleased to read what experience others have had in this line.

Yours truly,

MILWAUKEE.

AN UNIQUE CAR TAG.

C. A. Burks, who deals in grain and seed, at Bement, Ill., has sent us one of his car tags, which differs materially from any we have seen used by grain shippers. He tacks these cards on the doors of each car he loads with grain and finds them of value, in that they prompt weighmen at terminals to take greater pains to arrive at the correct weight of the grain. The tags bear the following:

C. A. BURKS,
GRAIN,
BEMENT, - - ILLINOIS.

This grain has been carefully and accurately weighed on Hopper Scales and Certificate of Weight mailed consignee.

If it does not Inspect as Sold, Wire Shipper at once.

Loaded

OUR COB PILE.

F. H. Peavy, who recently made a tour of the Dakotas and Minnesota, is credited with estimating the crop of wheat of Dakota and Minnesota at 200,000,000 bushels. Mr. Peavy says this year's crop will not be known as a bumper crop, but it will probably average about 16 bushels to the acre. The quality of the wheat is very fine, in fact above the average of former years.

The National Hay Association, at its convention recently held at Buffalo, N. Y., decided that choice timothy hay shall be timothy not mixed with over one-twentieth of other grasses, properly cured, bright, natural color, sound and well mixed, and that No. 1 timothy shall not be more than one-eighth mixed with clover or other tame grasses, properly cured, good color, sound and well baled.

According to the recent report of S. H. Stevens, flaxseed inspector, the receipts of flaxseed at Chicago for the year closing July 31, 1898, were 4,350,372 bushels, of which the lake receipts amounted to 691,732 bushels. The shipments were 3,222,865 bushels, of which amount 2,833,522 bushels were inspected. The amount of flax seed in store in regular elevators at Chicago, August 7, 1898, was 863,160 bushels.

ASSOCIATION WORK.

[From a paper read at the Omaha meeting of the Nebraska Grain Buyers' Association.]

Associations are organized by those regularly engaged in the grain business for the purpose of protecting and fostering their common interests. The Associations are not organized, as is claimed by some, for the purpose of preying upon every one with whom they do business, but to prevent members from being preyed upon by others. Those engaged in the grain business at country points have been the slowest to organize for the advancement of mutual interests; the farmers, the freight men, the warehouse men, the millers, the grain commission men, the lumbermen, the live stock shippers, and those engaged in many other lines of business had been reaping the fruits of organization long before the regular grain dealers of the country at-

yet many members of the trade seem just to be awaking to the advantages of joint effort and to the need of emphasizing their demands for fair treatment by the influence of numbers.

The agitation just prior to the organization of the Grain Dealers' National Association and immediately following it has done, and is doing more for the cause of organization in the grain trade and the reform of the abuses which encumber it than any work done before to advance the common interests of the regular grain dealers of the country. All of the old organizations profited by that agitation and a number of new ones have been started. Today they are doing more for members than ever before. We have associations from Oklahoma to Connecticut and more are to be organized. The work has only been started, yet the interests of all the regular dealers have been advanced. Those who read grain trade publications or talk with their brother dealers cannot help but learn that many rough places in the business road are being improved by the united efforts of dealers.

The license scheme of the Grain Dealers' National Association has taxed many irregular shippers out of business; the demand that the property of the elevator man be protected by the railroads and he be given cars in preference to the scoop-shovel loaders, who have no grain in sight for immediate loading is gaining new supporters and being favorably considered by traffic managers, who are properly approached. Through the influence of the association the facilities for transporting, weighing and handling grain are being improved and the rules which inflicted hardships upon regular grain shippers are being abrogated.

The Kansas Association has had the rules of carriers governing the loading of cars changed so as to insure shippers being treated fairly and the National Association has been working to have the rigid rules governing the amount loaded into cars changed so as to permit the exercise of a little common sense by the local agent.

I will not tire you with further enumeration of the reforms effected by the associations. Suffice it to say that what they have done is only a beginning; the officers are rapidly learning what is needed and learning also how to bring about the desired reforms. It must be admitted that the opportunities for effective work have been minimized by the backwardness of many of the members. Dealers seem to forget that their association is organized for the purpose of advancing their interests and they neglect to make use of the Association when a case arises wherein its influence would be of assistance to them. However, by associating with their fellow dealers they are learning how to assist the officers in advancing the business, and naturally take a more active interest in the affairs of their Association. The apathy of the members heretofore, has been one of the most discouraging features of Association work.

All must admit that the associations have been very successful in the work that they have undertaken, they have forced fair treatment from parties, who, before would not recognize the claims of individual grain dealers. If the influence of the dealers of a state, or a

tempted even to stand together for their admitted rights.

Why were they so slow to organize? Pioneer organizers of grain dealers' associations have told me frequently that fear of being discovered was the strongest discouraging influence with which they had to contend. Just think of regular grain dealers who lack sufficient courage to stand up for their own rights. Agitation and education have removed this yellow in their make-up and they are now boldly working for what they are entitled to—they ask nothing more. The Ohio grain dealers defeated an obnoxious bill before the last legislature, which was designed to provide government pap for a horde of hungry office seekers, and by the united efforts of a few dealers, the tester law, which required that the half-bushel measure be used in buying wheat from farmers, has been declared unconstitutional by the courts.

The regular dealers of Maryland like those of Illinois and Kansas have already secured more satisfactory weights at terminals and stopped bids to irregular shippers. Laws have been enacted, and repealed; rules established and revoked by the influence of the grain dealers' associations of the country. And

district, working together, is so effectual in bringing about needed reforms in the grain trade, it is reasonable to insist much more effective work could, and would be done if all the Associations would work together, for the advancement of interests which are common to all members.

There is much association work which must necessarily be confined to small districts, where disputes and troubles arise. Such work can be handled best by local associations acting independently of any others, however, most of the questions handled by the associations, affect the members of each, hence all are interested, and it is practicable for the associations to work together to bring about the reform needed. The influence of many dealers joined together, and the persistent and intelligent use of that influence in the advancement of their common interests is the keystone to the arch of successful association work.

BARLEY GERMINATORS.

The grading of barley by the different grain inspection departments has been found so very unreliable by those connected with the barley trade that they long since ceased to pay any attention to it. The grain inspectors are guided by the external appearance of the barley which is probably sufficient to judge of its qualities as a feed stuff. The barley expert judges the quality of the grain from a different standpoint. The value of barley to the brewer and the maltster depends upon the percentage of grains which will grow, the color, hardness and

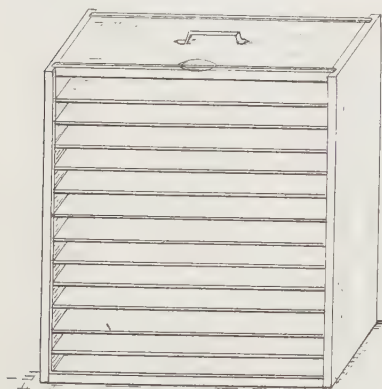


FIG. 1

Barley Germinator.

upon the plumpness of the berries. These points are ignored by the official grain inspector, hence the barley dealers ignore the grading of the official inspectors.

Repeated attempts have been made to induce the grain inspection departments to adopt some system of arriving at the malting value of barley so that the service of the departments would be of use to the trade. But all in vain, the chief inspectors have firmly maintained that it was not practical for them to conduct tests to determine the growing qualities of barley. The demand for a reliable opinion as to the quality of barley has led to the employment of specialists who give their time to growing samples of barley and judging of their malting value. If the barley trade can afford to pay well for the opinion and skill of the expert barley judge, as it does pay, surely it could afford to pay

a fair compensation to the official inspectors for as good service.

The grading of barley, according to its malting qualities, can be reduced much nearer to an exact science than the grading of grain now is, and that too without great expense.

A number of barley growers are in use by the different barley experts. Some of the growers or germinators are home-made and inexpensive, yet do very satisfactory work, while others are the invention of foreigners and being cov-

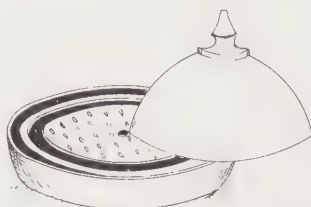


FIG. 2

Barley Germinator.

ered by letters patent are sold at an exorbitant price. The grower shown in Fig. 1 is one of the latest and acknowledged to be the best germinator yet brought out. It is the invention of a prominent Chicago barley expert and will be supplied to the trade by J. H. Pank. It is so arranged that twelve different samples can be grown in it at one time and under the conditions present in floor malting. The great drawback to the old growers was that, but one sample could be grown at a time. Another objection which is overcome is the counting of the grains prior to their being placed in the grower. Several of the older growers are provided with 100 holes for the barley to be tested. It was found that the average barley dealer, while placing the 100 grains of barley in the little holes would involuntarily bite the dark grains and finding them bad as he supposed them to be, would throw them away. This would reduce the number of bad grains in the sample and cause the test to show a higher percentage of germination than the maltster could get. With the new grower shown in Fig. 1 the grains are not counted until the test is completed.

The new grower consists of a strong oak case, 11 inches high, 10 1/4 inches wide and 7 1/4 inches deep with glass sides which slide in a groove and fit snug. It is lined with zinc and has twelve narrow zinc shelves on each side which support twelve shelves made of heavy glass. On top of each shelf are two sheets of blotting paper. A handle on top of the case permits of its easy transfer from one place to another. After the two sheets of blotting paper are dipped in water, a handful of barley, taken at random, is spread between them and they are placed on one of the glass shelves in the case. One, twelve or any intervening number of samples can be tested in one of these growers at the same time. After the blotters containing the sample to be tested have been placed on the shelf the glass slide is replaced or not according to temperature desired in case. In 24 to 36 hours the live grains will have sprouted sufficiently, so that the barley expert can by counting the sprouted and unsprouted grains tell accurately the percentage of germination.

The growers shown in Figs. 2 and 3 are German inventions which had sufficient merit to warrant their being brought to this country. Both have ba-

sins of glass; Fig. 2 is raised on standards, in the middle of it is an opening which permits the circulation of air. The basin contains a burnt clay plate with 100 depressions into which the grains of barley are to be placed. After the barley is so placed the basin is filled with water and the glass cover which has a vent hole through its top is put on. The number of grains which grow will show the percentage of germination.

The germinator shown in Fig. 3 is much like that shown in Fig. 2. Its glass bowl, which is depressed about the middle of the side so as to form a shelf, is 4 1/4 inches high and 6 3/4 inches in diameter. The ring about its side forms a shelf for a porcelain plate having 100 holes about the size of a small grain of barley. The water is placed in the bowl, the barley in the depressions and the felt cover upon which is mounted a thermometer is placed over the bowl. No ventilation is provided for, but it is expected that an even temperature will be maintained, a point to which barley experts give little attention.

Heretofore country barley shippers have not given much attention to the

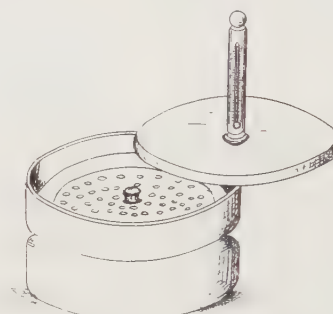


FIG. 3

Barley Germinator.

malting value of their grain and have depended entirely upon the judgment of the buyer for its value, but now some are making an effort to determine this value at home and getting better prices for their grain. It pays to know all about your own business.

This is a world of changes, up to-day, down tomorrow, and for a person to fluctuate, he wants to corner the grain market. When he goes "bump" the people use that newly coined word and say he got "Leitered."

Minister Angell writes from Constantinople, under date of July 28, 1898: A note from the Porte announces that, on account of local needs, the exportation of wheat from the province of Scutari, in Albania, is forbidden until further notice. This province is in European Turkey.

No, gentle reader, a "bucket shop" is not a place where they sell buckets. It's only a place where they sell suckers. Of course, you don't know that at first, but it doesn't take many deals to show that you are it. A bucket shop is a place where they skin you going in, skin you coming out and bust if you win.—Drovers Journal.

The Spencer Grain Co., of Spencer, Ia., has been able to get a "ticket" drafted that the revenue authorities have decided does not need a stamp, although it is paid at the banks. Collector Patterson ruled that a stamp was necessary, but the authorities at Washington have overruled him in favor of the grain company.

MAKING AN EFFORT TO REDUCE SHORTAGES.

The discussion of shortages in shipments which has been going on for several years has not injured any person or market, but it has filled many at both ends of the line with a determination to be more careful in weighing, loading, cooping cars and unloading. Many unpleasant disputes have arisen over small shortages and that without any payment for the shortage claimed, but it has served to call attention to a part of the business which needed better care than it was receiving.

Toledo has not been a great offender by reporting many shortages in shipments of grain to that city, but nevertheless an earnest effort has been made this season by several interested in that market to bring about a farther reduction of shortages in shipments. One elevator company placed a guard in the yards about its house to stop the petty

TAP the lower sides and end of car to see that there is no leak between lining and side of car.

This firm has now provided the man who oversees the weighing at the E. S. Iron Elevator of grain billed to it, with cards bearing a picture of a car and spaces for making a full report on the condition of the car upon its arrival at the elevator. This man examines every car thoroughly before it is unloaded and his daily reports show numerous cases of defects in grain doors and in cars. His reports show that shippers are not as careful about their grain doors as they should be, many using inferior lumber and doors that do not fit the car. A great many cars arrive in bad condition because the door has worked up, leaving a small opening between the bottom of the grain door and the floor of the car. After the inspector has recorded the condition on the card, it is sent to the office and forwarded to the shipper whose car arrived in bad order.

A STORAGE WARRANT.

The tendency to anticipate business wants in varied lines of industry calls constantly for new methods to meet the general requirements, writes the Chicago correspondent of the Northwestern Miller, and, among others, the miller and grain dealer is now being aided in the carrying of surplus stocks heretofore a great burden upon his ready capital, by use of storage warrants issued upon grain in their own elevators and warehouses on which money can be borrowed.

What a storage warrant is may not be generally understood, so I quote the following from the reply of the Guaranty Storage Warrant Co., 189 La Salle St., Chicago, to the question as to the true meaning of storage warrants: "By comparison, a storage warrant is a certificate of deposit for property, and is, in its application to merchandise, the same as a certificate for deposit for money



The man who oversees the weighing of our grain at E. S. Iron Elevator reports that your car *N.P. 10438* arrived with defects as marked.

J. F. ZAHM & CO., Toledo, Ohio.

Form Card for Reporting Condition of Car Upon Arrival.

pilfering from cars. Another has employed a man to oversee the weighing of the grain and to report on the condition of the car upon arrival.

This firm, J. F. Zahm & Co., handles grain and seeds so has many opportunities to get acquainted with trade troubles. Some time after it had appointed a weight and car inspector it issued a neat little card to be tacked up in front of the shipper's desk. It was marked: "A Little Advice to Grain Shippers," and contained the following very good suggestions:

EXAMINE your car well before loading.

USE dry, thick lumber in making grain doors.

WHEN Railway furnishes grain doors examine them thoroughly.

WHEN possible stop all leaks from inside of car, as the weight of the grain will hold the cleat or patch over the opening.

SEE that the grain cannot get between the lining and side of car.

WHEN you load heavy always double your grain doors, and have them as high as the grain in the ends of the car, so that the grain will not run over the top.

the defect being marked. The result is the shippers are more careful. This little scheme is proving of great benefit to shippers, a good many write Messrs. Zahm & Co. that they have allowed some of their hired men to load cars, and as they do not appear to be as careful as they should be, the shippers will look after the loading themselves hereafter. It is certain that a great many shortages arise from defective cars and many of them could be prevented by refusing the cars or cooping them as they should be.

All authorities seem to be of the opinion that the hay crop of 1898 will be the largest ever harvested by the U. S. and what is more, most of it has been secured in good condition.

So much vacancy exists in granaries where some wheat is usually carried, that the new arrivals of new grain will be rapidly absorbed and burdensome accumulation will be slow to gather. It is not to be supposed that values for cash grain will fall below prices paid for futures during the early part of the new crop season. It is probable that such an adjustment may not be obtained before the middle of the crop season.

when issued by a bank. In respect to the warrants of this company, the storage warrant declares that certain property has been deposited on premises occupied by the warrant company. It legally represents the property acknowledged to have been received. It may be bought, sold and delivered with the same facility and in the same manner as stocks, and bonds, and is negotiable and transferable by endorsement, and agrees upon payment of charges that the property specified as having been received will be delivered to the authorized holder.

"The storage warrants of this company are issued upon property without removal from premises of the owner. Such portion of premises as are required to contain the property for which warrants are desired are leased to it, and only for such time as the property is expected to remain."

Dixon—"Biffkins seems to be enjoying the fortune his aunt left him."

Hixon—"Why, I understand he lost it all in a wheat deal six months ago."

Dixon—"So he did; but it has supplied him with a never-failing topic of conversation ever since."

COMPETITION OF IRREGULAR SHIPPERS.

An irregular shipper is generally understood to be one who has no facilities for receiving, storing or handling grain, yet he buys and loads grain into cars with scoop shovels. He ships whenever he can do so at a profit of $\frac{1}{8}$ of a cent or even less.

There are two classes of irregular shippers, those who remain in one place, and those who travel about. Some of the regular dealers have attempted to protect their business from the encroachments of these sharks by overbidding them, and compelling them to pay higher prices for grain than was warranted by the prices ruling in grain centers. A few have accomplished their purpose by this plan, but it has proved the ruination of many country elevator men. The most marked success in this line was brought about by a number of dealers in northern Kansas during last season. The irregular shipper finally left for parts unknown, and also left an indebtedness behind him. Fights for business in the open market serve to impress the farmer that prices ordinarily paid in the market are too low, and that the regular shippers' profits are too large, hence it is not policy to indulge too much in overbidding.

The cheapest and best way to overcome the competition of the irregular shipper is to organize local associations. One of the first plans adopted for driving irregular dealers out of the country markets was to bring sufficient influence to bear upon receivers and track buyers to induce them to refuse to send quotations to scoop shovel loaders and other transient shippers. The regular shippers, for their own protection, have refused to trade with receivers seeking the business of the irregular shipper. The old bull-doing method of attempting to compel receivers to refuse bids of scoop shovel loaders is gradually being displaced by respectful requests, which are generally complied with. The sentiment against bidding irregular shippers is becoming stronger with the receivers. They have suffered, along with the country shipper and the farmer from whom the trickster bought the grain, and all are weary of his methods.

One of the most practicable schemes suggested by the Grain Dealers' National Association for relieving the trade of the irregular shipper, provides for the payment of a loading fee by the railroad company to elevator man. It was intended that the elevator man should be paid a loading fee of two cents per 100 pounds for all grain loaded from his house to carrier's cars and shipped 500 miles or more. A less fee was to be paid on grain shipped a shorter distance. In return for the loading fee, the elevator man was expected to act as local freight agent for bulk grain for the carrier. He was to receive grain for loading into cars from whomsoever desired to ship, and to give free 48 hours' storage. In this way the carrier would be providing depot facilities for bulk freight, which its charter and the laws require it to do.

Some roads recognize their great indebtedness to the elevator man and are still paying him a rebate on all grain shipped. How much better it would be if the carrier would pay all elevator men a loading fee. Some of the carriers, feeling that it is their duty to do something to protect elevator men on their line, have provided rules governing sta-

tion agents in the distributing of cars, which require that cars shall be given first to those who have grain in car load lots ready for shipment. Where any trouble has been experienced in making this equitable distribution of cars, the division freight agent has made it a point to keep cars away from that station until the elevator man has ordered them, then the cars are only sent to fill his requirements.

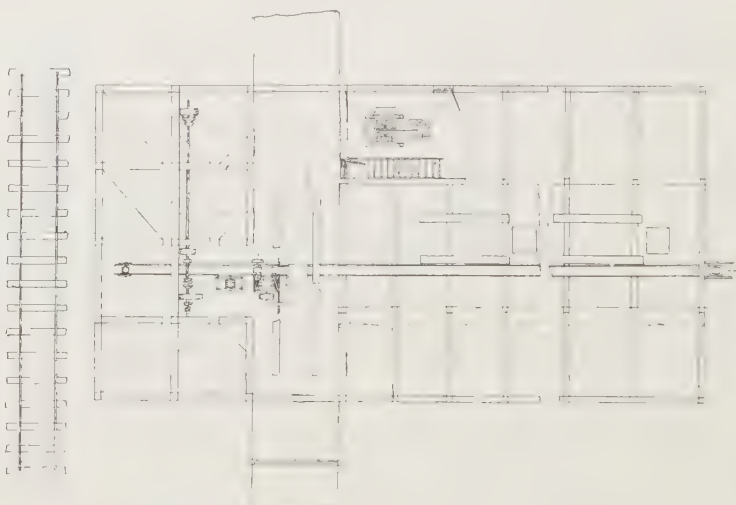
The Nebraska Board of Transportation takes a very fair view of this question and has established an equitable rule which forbids the giving of cars, during a car famine, to any one who has not grain in sight for immediate loading. This rule not only enables the carrier to serve the public better during a car famine, but it also increases the earning power of the railroad companies' cars, and helps it to move a larger amount of freight than would be possible for it to do if it were required to give its cars to every Tom, Dick, and Harry for warehouse purposes. The scoop shovel loader always makes it a point to delay cars for loading as long as possible, he thereby reduces the earning power of that car and greatly discommodates shippers of grain, as well as other freight. It is to be hoped most sincerely that the regular elevator men

A NEW ILLINOIS ELEVATOR.

The weak, poorly constructed, ill-arranged houses, which, out of courtesy to the barn builders, are called elevators, continue to sag and fall. Too often the elevator owner forgets he paid for a cheap elevator until his house falls on him, then he wishes he had placed his contract with a reliable firm which employs men who have made a special study of all the strains to which a grain storehouse is subjected. The expert elevator builders aim to arrange the house for the convenience of the operator, so as to save time and require the least power and labor necessary to handle the grain.

The accompanying cuts show as elevator now in course of construction by Garner & Garner at Texas City, Ill. The main house is 20x40 and has a capacity of 20,000 bushels. A crib adjoining is 40x110, has eight dumps and a capacity of 30,000 bushels. The house is equipped with a No. 2½ Western Sheller and Cleaner, a No. 3 Invincible Separator, a No. 4 Kelley Duplex Grinder and a 350 bushels United States Hopper Scale. The power will be supplied by 20 horse power New Era Gasoline Engine.

This house is so arranged that the work is all done on floor or level with driveway, so that the operator who



Garner & Garner's New Elevator at Texas City, Ill. Ground Plan.

of the country will stand together until they drive every last scoopshovel loader out of business, and secure the establishment, not only of rules or laws against his nefarious work, but also a sentiment which will forbid any doing business with him.

A report has been received at the State Department from Consul Smith, at Moscow, that the Russian government has under consideration a proposition to forbid the exportation of grain from that country, owing to the failure of the crops and the small supply on hand.

The Bureau of Statistics, of the Treasury Department at Washington, D. C., makes the following comparative report of the exports of grain for the seven months ending July 31, 1897 and 1898: Barley, 8,799,211 bushels for the seven months of 1897, and 3,266,115 for 1898; corn, 116,418,200 and 133,414,370; oats, 21,409,646 and 36,805,573; rye, 4,893,799 and 9,893,575; wheat, 28,152,750 and 69,835,577, for the same period of the two years.

looks after the dumping of grain can do the weighing or changing of spouts without leaving the floor. A passage way runs through the main building, from driveway to front scale beam and indicator stands, where the work mentioned in the foregoing is done. The slides to different bins are also handled from this point and grain can be drawn from any bin without loss of time by the climbing of stairways.

A stairway leads from this "working floor" to engine room and this "one man" has the engine under his eye at all times and it can be reached readily if desired. The arrangement is very complete and will commend itself to any one who appreciates good capacity and handling facilities with small cost. The frame is made of studding, but so constructed, that no difference how heavily it is loaded it cannot give way. The plans for this house were made by Union Iron Works, of Decatur, Ill., and all the machinery is being furnished by it.

The linseed oil trust might try the effect of a flaxseed poultice on its stock.

BOOKS RECEIVED.

DAVIS' TABLES FOR WHEAT and other Grain is designed especially as an aid to the regular grain buyer. Its use will save him much work and help him to avoid errors in lengthy computations. It shows the value of wheat or any grain or produce at 60 pounds to the bushel, for any amount less than 100 bushels, without addition or multiplication, and for any amount over 100 bushels and less than 1,000 bushels with but a single addition, at any price from 25 cents to \$1.25 per bushel. The table also

ence to the entry or record of any car number. By its plan of classification or arrangement all numbers are separated into 100 divisions, indexed by first and second right hand figures. It is 11x14½ inches and well bound. It contains 10 double pages of heavy paper ruled so as to provide a column on the facing pages for each of the digits and each of these wide columns has a space or smaller column for initial, car number and record. Each right-hand figure is indexed at margin so that there is a double page for each digit. This marginal index figure represents the right-hand or

TEXAS DEALERS ORGANIZE.

Friends of organization will find much to encourage them in the fact that the regular grain dealers of Texas met at Fort Worth Aug. 16th, and took steps which are sure to result in the organization of the Texas Grain Dealers' Association. Some weeks ago notices were sent to dealers throughout the state, pointing out the advantages of organization, and the well-attended meeting at Fort Worth was the result of the agitation.

The officers elected at that meeting were: J. P. Harrison, of Sherman, president; Eugene Early, of Waco, first vice-president; G. J. Gibbs, of Clifton, second vice-president, and E. H. Crenshaw, of Fort Worth, secretary and treasurer.

The committee on constitution and by-laws, consisting of C. F. Gribble, W. O. Brackett, J. P. Harrison and E. H. Crenshaw, was appointed, and is now at work drafting a constitution for submission to the meeting which will be held in Fort Worth, Sept. 6th. E. H. Crenshaw and P. T. Andrews were appointed committee on membership.

A telegram was sent to Railroad Commissioner Mayfield, requesting him to use his influence to secure a rate of ten cents on corn from Texas common points to Galveston for export.

The president and secretary were authorized to represent the association before the railroad commissioners in any freight matter which would in any way affect the interests of the association's members.

A vote of thanks was tendered P. T. Andrews & Co., of Fort Worth, who were influential in getting the dealers together.

The promoters of the association are



Garner & Garner's New Elevator at Texas City, Ill. End Elevation.

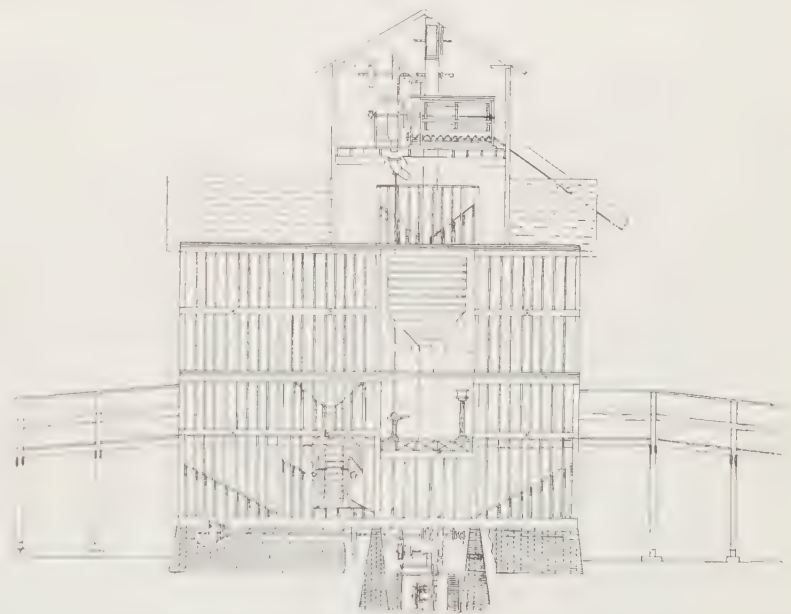
shows the value of bushels and pounds of other grain at 56, 48 and 32 pounds to the bushel at any price from 15cts to \$1.50 per bushel for any amount less than 100 bushels with but a single addition. The tables are well printed, bound in cloth and form a book of about 225 pages. It also contains Davis Dockage Table, showing the amount of dockage on any load of wheat up to 600 bushels. The tables are compiled and published by E. D. Davis, Minneapolis, Minn. Price, \$1.25.

DUNBARGER'S SHIPPING & RECORD BOOK is designed to assist the shipper in keeping a record of each car of grain, hay or straw shipped. A detailed history of each shipment can be kept on the facing pages. The pages are specially ruled so as to provide columns for twenty-seven different facts, as follows: date, shipped from, when shipped, car number, initial, grade, bales, pounds, number bushels, price, amount, less freight, draft, commission, exchange, dead freight, amount overdrawn, short, amount, over run, amount due shipper, amount charged railroad company, excess freight, profit, loss, folio, remarks. The columns are arranged on the facing pages in the order named, so that any information regarding a shipment is quickly seen, and the monthly profit and loss of the business is seen at a glance. The book is designed for use by the shipper as well as the receiver and both will find it an invaluable guide in checking up accounts. No journal is needed; all accounts may be carried direct to the ledger, thus saving time and avoiding errors. The book is 11x17 inches, nicely bound in half Russia with black cloth sides and contains 100 double pages equivalent to 200 single pages. It is published by M. Dunbarger, Fayette, O. Price, \$3 delivered.

CLARK'S DOUBLE INDEX CAR REGISTER is designed especially for the convenience of grain receivers and large shippers. It affords ready refer-

ence to the entry or record of any car number. By its plan of classification or arrangement all numbers are separated into 100 divisions, indexed by first and second right hand figures. It is 11x14½ inches and well bound. It contains 10 double pages of heavy paper ruled so as to provide a column on the facing pages for each of the digits and each of these wide columns has a space or smaller column for initial, car number and record. Each right-hand figure is indexed at margin so that there is a double page for each digit. This marginal index figure represents the right-hand or

unit figure of the number and the column heading the second or tens figure. In looking for, say 9846, one would turn to page indexed six and follow blue line in column headed 4 until he finds figure 8 and it will in all probability be one of



Garner & Garner's New Elevator at Texas City, Ill. Side Elevation.

the numerals of the number sought. The instances in which these three figures appear in this combination will be so few that the number sought can always be found quickly if it has been properly entered. Copies can be had by addressing the Grain Dealers Company, Chicago. Price, \$1.50.

Barley grown in the Northwest this year is reported to be of unusual good quality.

greatly encouraged by the interest taken, and feel confident that the state will soon have a strong organization working to advance the common interests of the regular grain dealer. It surely merits the hearty support of every dealer.

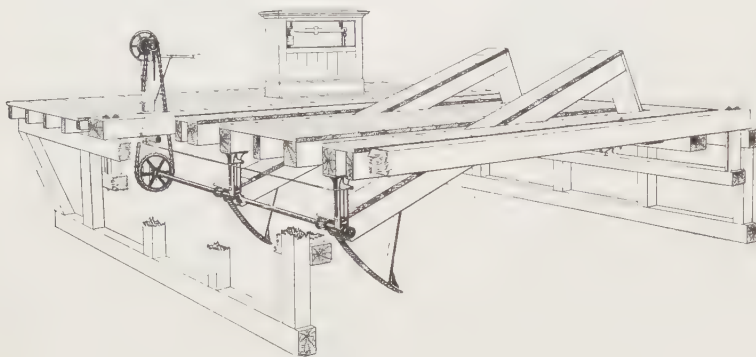
Statistician Snow confidently reports a spring wheat crop of 300,000,000 bushels. Other growers should now retire to their private chambers and screw up their courage so as to go him one better.

THE EVANS WAGON DUMP.

The Evans Dump, which is built by the Link-Belt Machinery Co., of Chicago, has been designed particularly for heavy duty. With this idea in view the dump has been built to combine safety and perfect control, with simplicity of construction, and thus avoid expensive and cumbersome timber construction, which was formally required by dumps handling heavy loads of grain.

From the accompanying outline illustration, it will be seen that the pivoted iron supports for the ends of the rails, shown in the foreground, are operated by a crossrod, which is connected with a weighted bell crank lever, so arranged that in the normal position the supports form a self-locking device under the ends of the rails. This is thrown out of engagement at will by the pressure of the operator's foot on the treadle, which is shown extended up through the floor.

Besides the hand wheel for operating the lower mechanism, there is a strong band brake, under the control of a lever of good length, this being notched for the catch rod, so that the operator can lower a heavy load part way, and lock



Evans Wagon Dump.

it easily in position until it is desired to lower further for the discharge of the balance of the load, thus facilitating the process of unloading, giving the operator complete control of the work and reducing the danger of scattering or wasting grain. The guards extending downward on the bottom of the front ends of the dump rails prevent horses stepping back into the holes left by the raising of the rails, or being caught by the descending ends when the wagon is lowered to a horizontal position.

The Evans Dump, being made of iron, is permanent and far superior to the perishable and clumsy woodwork ordinarily used. The self-locking device and friction brake, assures perfect safety and security and buyers economize in price, cost of maintenance and operation. The Evans Dumps have been severely and thoroughly tested in practical operation by a great many experienced elevator builders, who speak of them in highest terms.

A prominent commission man of Duluth, Minn., is of the opinion that the wheat yield in the two Dakotas and Minnesota will be near 175,000,000 bushels.

The report that a receiver had been appointed to take charge of the business of William Hopps & Co., grain commission merchants of Baltimore, Md., is wrong. The grain department of William Hopps & Co. is enjoying a prosperous business, and there is no probability of its experiencing any financial embarrassment.

SUITS AND DECISIONS

It has been decided that commission merchants selling hay are not liable for the payment of a tax under the new war revenue law.

A purchaser of crops from a tenant of land who was apparently in possession obtains a good title as against the landlord's right to enforce a lien for rent. *Brownell v. Twyman*, 68 (Ill.) App. Ct. Rep. 67.

Suit has been filed in the Circuit Court of Illinois by the Middle Division Elevator Co. of Chicago, against Thomas J. Kent, of Lexington. The case involves \$200 and is the outgrowth of a grain transaction in which there was a dispute as to the settlement.

In the suit of the Mercer National Bank v. Hawkins (Ky.), 46 S. W. 717, the court held that warehouse receipts issued by a private warehouse man, purporting to pledge a designated quantity of wheat out of a larger mass, without

separating the wheat described, gives no lien.

The Illinois Court of Appeals held in the case of Faith v. Taylor, that a purchaser of grain from one whom he knows to be a tenant of the land upon which it is raised is not liable to the landlord where he pays the full price to the tenant and the latter has been authorized by the landlord to sell the crop.

It has been decided by Attorney-General Crow, of Missouri, that telegraph and express companies must pay for the stamps required on the business conducted by them. He has reached this conclusion after a careful examination of the laws, both State and Federal, bearing upon the question.

In the suit of A. E. Strong & Bro., of North Benton, O., v. Keystone Milling Co., of Minerva, O., the former was granted a judgment of \$117.50. The case was the outgrowth of a wheat deal, in which the wheat was purchased at a good price and part of it afterward returned, the price in the meantime having fallen.

Suit has been brought by Benson Bros., of Colfax, Ill., against John Vetter, a farmer, living in that vicinity, for the alleged non-delivery of 3,000 bushels of corn. It is claimed by the Bensons that they bought the 3,000 bushels of corn from Vetter and agreed to pay 24 cents, and that when the time for delivery came Vetter refused to deliver same, as corn was then worth 27 cents. The suit is brought to recover the difference in price.

The Mountain City Mill Co., of Chattanooga, Tenn., has been sued by St. Louis and Nashville grain dealers for breach of contract. It bought 20,000 bushels of wheat which was to have been delivered at Estill Springs on May 6, but delivery was not effected until June 10, when the order was cancelled. The complainants sue for \$9,000.

The Supreme Court of Nebraska, 71 N. W. Report, 740, in the case of Sandford v. Nodine, decided that a contract by which the owner of the land authorizes others to crop it, who agree to deliver the crops raised as directed by the owner, the owner to receive from the sale a certain sum, and the balance to belong to the croppers, leaves the title to the crops grown in the owner of the land until the croppers perform their contract and he receives the stipulated sum.

We are reliably informed that the statements regarding William Hopps & Co., of Baltimore, Md., on page 33 of the Grain Dealers Journal for August 10th, are erroneous. A receiver has not been appointed to take charge of the business of William Hopps & Co., grain commission merchants of Baltimore, Md., and there seems little probability of one being appointed. It seems that some three years ago Mr. Hopps succeeded to the business of the Baltimore Shipping Co., which had been engaged in the dried apple and export business at 233 and 235 South St., Baltimore. He engaged Mr. Stellman as manager of this branch of his business, offering to give him one-half of the net profit as compensation for his services. This arrangement continued until July 1st, 1898, when Mr. Hopps dispensed with the services of Mr. Stellman, who immediately filed a bill in the circuit court, asking that a receiver be appointed to take charge of the dried apple and export department of Mr. Hopps' business. This bill was promptly answered by Mr. Hopps. The controversy does not affect the grain business of William Hopps & Co. and there seems no probability of it causing any trouble in the dried apple department of his business.

ASKED AND ANSWERED

INFORMATION NEEDED.

Grain Dealers Journal:—I would consider it a favor if some one would give me some information in regard to the following questions: 1. Please name the 10 markets that do the largest grain business at present. 2. What markets (not named in No. 1) seem destined to become large grain markets. 3. Name 4 best seaboard points and 3 points in Texas for handling grain. 4. About what is the least capital that would be essential to start up on, in this business on a small scale in a large market? I am still quite young, but have a desire to get a line on the best markets for the handling of grain, as I do not think it will be very long before I will branch out in this business, and certainly do not want to start up in Cincinnati. Yours very truly, G. C. Varner. Cincinnati, Ohio.

The small stock of contract wheat at Chicago continues to cause the speculator much worry, and the public elevator men are sore at heart because they cannot secure a large supply to earn storage charges.

THE SUPPLY TRADE

O. C. Kirn, with the American Cereal Co., of Chicago, has placed an order with the Prinz & Rau Mfg. Co. for the biggest oat separator ever made.

Frank Soutar, of Luverne, Minn., has secured the right for the Kendall pattern of grain elevators for several counties in Southwestern Minnesota, and has opened a shop for the manufacture of same.

Root & Smith, of Kansas City, Mo., are finding a ready sale for their McLeod Weigher. They have placed many on trial and we have not heard of one elevator man who was not well pleased with its work.

C. H. Adams, secretary and treasurer of the E. H. Pease Mfg. Co., of Racine, Wis., was in the city recently, and reports that their sales of elevator supplies and machinery for this season far exceed the record of any previous year.

The Buffalo Mill Supply Co., of Buffalo, N. Y., has been incorporated with a capital of \$6,000. The incorporators are William B. Miller and Robert Loder, of Buffalo, and Walter B. Hardy and Andrew H. Noah, of Akron, O. Mill machinery will be manufactured.

The Standard Scale and Fixture Co., of St. Louis, Mo., western agents for the Standard Scales, also deal in second-hand hopper scales and often supplies reliable scales at a very low cost. The company was organized Aug. 1, 1894, and has succeeded in introducing its goods to a large Southern and Western territory. It can supply anything, from a postage to a railroad track scale at very low prices. The company is said to be independent of any scale combine, trust or pool and strives to carry out its contracts to the letter. Grain shippers who visit St. Louis will be welcome to visit the company's salesroom at 610 North Fourth street and examine their many new devices in weighing machines.

WHAT THEY SAY.

B. W. Ballou, of Table Rock, Neb.: "You have my best wishes for the success of your paper."

Samuel R. Backus & Co., Toledo, O.: "Your new paper is a most decided success and we trust it will continue to increase in popularity, as it should, upon its merits."

E. H. Defebaugh, Louisville, Ky., writes: "I am pleased and gratified and very happy over your first number of the Grain Dealers Journal. It is a cracker-jack."

Dodge Mfg. Co., Mishawaka, Ind.: "We are looking forward to your paper being a great success, and wish to compliment you upon your edition, which is to hand and which has received our favorable perusal."

F. A. Rockafellow, of the Rockafellow Grain Co., Ltd., of Carson City, Mich., writes: "We believe your paper will be of great benefit to shippers and dealers. We have gained valuable information from your sample copy."

The first number of the Grain Dealers Journal has reached us. It is published in Chicago, its editor being Charles S. Clark, formerly associated with the American Miller. Mr. Clark's sprightly style is seen all through the pages of

the new paper, and we opine he will make a success of his new venture.—The Millers' Review, Philadelphia.

Root & Smith, Kansas City, Mo.: "Journal arrived all O. K. and we are satisfied with our advertisement. We hope to get good results from this ad., and as we have already received a few letters regarding weigher, believe we will."

J. F. Zahm & Co., Toledo, O.: "Allow us to compliment you upon the first number of the Grain Dealers Journal. It is bright, crisp and we have no doubt will be appreciated by all who are fortunate enough to subscribe for it. We wish you abundant success."

Little & Co., Old Town, Ohio: "We are in receipt of the initial number of your Journal and extend congratulations on its general features, viz.: neat appearance, general condensed news from all sections, of interest to grain dealers, and the advocacy of all matters pertaining to the welfare of grain dealers."

CANADA.

The Grand Trunk elevator at Midland, Ont., is about completed.

William Hope has purchased the Rogers Bros. elevator at Carberry, Man.

The Canada North West Elevator Company has built an elevator at Teesbank, Man.

The Northern Elevator Company, of Winnipeg, Man., will erect an elevator at Pettipiece.

The grain warehouses of Barrie, Ont., belonging to the Grand Trunk road, were destroyed by fire July 21st.

Mr. J. O'Reilly has about completed the elevator at Sydney, Man., for the Richardson Grain Company, of Kingston.

W. M. Haley, of Morden, Man., will build a 30,000 bushel elevator at Morden. This will make eight elevators at that place.

Mr. McGan and Mr. Leary, of the Dominion Elevator Company, are contemplating the erection of a new elevator at St. Jean, Man.

Bready, Love & Tryon will erect an elevator at Kirkella, Canada. It is a new station midway between Elkhorn and Fleming, Man.

Parrish & Lindsay, of Brandon, Man., contemplate erecting elevators on the Belmont extension of the Northern Pacific railway in Manitoba.

Kenneth Campbell, of Brandon, Man., has his new elevator at Forrest about completed. It makes the third at that point, which is only eight miles from Brandon.

A new elevator is being built at the linseed oil works, at Winnipeg, Man., and considerable new machinery has been installed, increasing its capacity and efficiency.

Reports from Toronto are to the effect that the quality as well as quantity of wheat raised in Ontario will this year exceed the average crop. The hay crop is also unusually large.

The Watrous Eng. Works Co., of Winnipeg, Man., recently purchased from the Barnard & Leas Mfg. Co., of Moline, Ill., two No. 36 Special Grain Separators and one No. 37.

Bready, Love & Tryon will spend about \$50,000 in erecting elevators at thirteen or fourteen provincial and territorial points in Canada. The Manitoba Grain Co. will also erect a number.

Millers in Western Ontario are quite delighted at the success met with in the organization of the Goderich Elevator & Transit Co. Many leading millers in western Ontario have become stockholders.

J. H. Smith, of Winnipeg, has about completed the new elevator at Indian Head, Assa., for Bready, Love & Tryon. Capacity 34,000 bushels. Mr. Smith will build another elevator for the same company at Qu' Appelle station.

The Lake of the Woods Milling Company will erect elevators at five points in Manitoba. Work on one at Sintaluta has been commenced. Two of the other points selected are Alameda and Valley River. The other two places have not yet been selected.

According to the bulletin issued by the Manitoba Department of Agriculture the area under crop this year is 2,210,942 acres, 1,488,252 of which is devoted to wheat, 514,824 to oats, 158,058 to barley, 14,561 to flax and the balance to potatoes and roots. The yield in most cases will be large.

Canada's wheat crop this year will be the greatest in the history of the Dominion. The Ontario government bulletin shows that the fall wheat crop will be 25,000,000 bushels, or 1,000,000 bushels more than last year, and the spring wheat crop 6,500,000 bushels, or 1,500,000 bushels more than last year. It is also reported that the condition of the wheat was never better.

The Northern Elevator Company is erecting 10 different elevators at the following places: One at Oak River, Varcoc, Pettipiece, Cypress River, La Salle, Starbuck, Elm Creek, Somerset, Swan Lake and Union Point. Each one will have a capacity of 30,000 bushels. When these are completed the Northern Elevator Company will have 102 elevators in the province and territories.

The Canadian Pacific has finally conceded farmers the privilege to load grain in its cars direct from wagons. This will remove the cause of the trouble which created so much discussion last winter. The farmers will now stop crying monopoly and ship their grain as heretofore through the elevator. The work required to shovel grain into cars makes shipping grain irksome, and most of them will prefer to dump their grain into the elevator man's receiving sink. Heretofore the Canadian Pacific has required elevator men applying for sites for elevators to agree to provide certain grain handling facilities, and in return for such provisions the railroad company has agreed not to permit scoop shovel loading. By giving a loading fee to elevator men for every bushel loaded from his house to its cars, it would still give him merited protection for his investment and encourage him to handle the grain of all desiring to ship.

SOUTHEAST.

Waller & Co. are building a new elevator at Henderson, Ky.

J. M. Head has completed his new flouring mill and elevator at Gallatin, Tenn.

The Florence Milling Co.'s elevator at Florence, Ala., will soon be completed. It will have a capacity of 15,000 bushels.

Vernon L. Rogers, who for the past six or seven years, has occupied the position of grain inspector for the Memphis Merchants' Exchange at Memphis, Tenn., has tendered his resignation and it has been accepted.

MARYLAND.

A report from Centerville, Md., states that the yield of wheat in the vicinity of Kent Island will average 30 bushels per acre, and that the corn crop is in the most promising condition.

Henry J. Clark, a grain dealer, doing business under the name of H. J. Clark & Co., at Baltimore, Md., recently made an assignment for the benefit of his creditors. Estimated liabilities, \$12,500; assets, less than \$5,000.

NEW YORK.

N. B. Wickwire is building a grain elevator at Akron, N. Y. It will have a capacity of 15,000 bushels.

There is talk of doubling the capacity of the Electric elevator at Buffalo, N. Y., which already has a capacity of 1,000,000 bushels.

The Buffalo, N. Y., Harbor, Aug. 16, had the biggest fleet afloat for elevation since spring, there being about 2,000,000 bushels of grain in the harbor.

The New York Produce Exchange was recently the scene of a little set-to between two of the members, Col. Jacob C. Ott and Charles O. Hale; the difficulty arose over some hot words spoken by Hale while Ott was buying oats of Hale's firm. The men were arrested, and after a severe reprimand by the judge were dismissed.

OHIO.

It is reported that a large elevator will be built at Toledo, O.

Trade news items and letters on grain trade subjects will always be welcome.

A grain dump has been added to the Jay Grain Co.'s grain elevator at New Bremen, O.

Lawson's large elevator at Kenton, O., burned. The loss is \$3,500; insurance, \$2,000.

Over 12,000 acres of corn land in the immediate vicinity of Portsmouth, O., have been flooded recently.

J. W. Fisher & Co., of Cincinnati, O., have received a contract for furnishing the government with 200,000 bushels of oats.

The B. & O. elevator at Sandusky, Ohio, which had its slate roof damaged by the storm of Aug. 5th, is being repaired.

An 8,000 bushel elevator is being erected at Rudolph, Ohio, by Charles Mercer and H. J. Rudolph. It will cost about \$2,500.

An unsuccessful attempt to burn the elevator at Sullivan, Ohio, was made recently. The fire was discovered by the B. & O. operator soon after it started. There is no clew to the incendiary.

The Seed Inspection committee of the Toledo Produce Exchange has agreed upon the following change in the price of bags: Starks, 16c.; Americans, and bags of like grade, weighing 16 ounces, 14c.

Little & Co., grain merchants, Old Town, O., write: "Wheat is an average crop in this section, yet very little moving. Farmers holding for higher prices. Corn prospect far above average crop."

The elevator of Stewart & Cessna, at West Mansfield, Ohio, being unusually full of wheat, bulged out recently and let 3,000 bushels of wheat escape. The loss will be considerable in damaged grain.

A Toledo firm takes a very wise precaution in stipulating in its circular letters that a carload of wheat or rye

means 500 bushels. This is fair to those who do business with it and a protection to itself.

The elevator at New Madison, Ohio, owned by C. C. Brawley, was destroyed by fire Aug. 2nd. About 1,900 bushels of grain and clover seed were destroyed. The loss is estimated at about \$15,000, with \$10,000 insurance.

The South Brooklyn Grain Co., of Brooklyn, Ohio, has filed articles of incorporation with the secretary of state. Capital stock, \$25,000. The incorporators are E. Kerchner, Charles Miller, D. E. McLean C. Burger, J. A. Smith and E. Wiebenson.

The elevator at Atlanta, Ohio, owned by C. G. Campbell, was burned recently. There was in the building about 8,000 bushels of wheat and 2,500 bushels of corn, on which there was \$2,000 insurance. The building was insured for \$2,500 in the National and Underwriters represented by J. H. Gooley, of Atlanta.

Cincinnati, O., has a new commission firm, who style themselves under the name of W. G. Irwin & Co. W. G. Irwin and John A. Cochran are the incorporators. They will transact a general commission business in the line of flour, hay, grain, etc., and will have offices in the Chamber of Commerce building.

The official report of the Ohio Board of Agriculture for Aug. 1st shows the condition of wheat compared with an average to be 83 per cent; oats 83 per cent, timothy 92 per cent. Corn is not very uniform, but during July it made a rapid growth and there is good prospects for a large crop. The oats are very short and some have been damaged in the shock.

PENNSYLVANIA.

John Gaheen has completed a large grain warehouse at Birdsboro, Pa.

N. L. Kolbach, of Richland, Pa., is remodeling his warehouse into a grain elevator.

Christian Reeh, a well-known grain and feed dealer of Roxborough, Pa., died suddenly of heart disease.

The C. V. Elevator, at Greencastle, Pa., was damaged by fire Aug. 6. The fire originated from an overheated smoke-stack and the roof of the engine room was destroyed.

The Henderson-Johnston Company has secured building permits for a building 61x88 ft. at Pittsburg, Pa. It is estimated that it and a storage warehouse will cost \$26,250.

INDIANA.

The Indiana yield of oats is reported large, but of light weight. The hay crop is very heavy.

George Disborough and Will Sparks are erecting a large grain elevator for Dr. George E. Coughlin at Liberty, Ind.

Lyons & Esson, of Brooks, Ind., are building an additional room to their elevator for storage purposes. It will be 16x40 and 32 feet high.

Wm. A. Landon, Paris Crossing, Ind., says he has just completed a 5,000 bushel storage warehouse. He also reports the wheat good in that section.

Sam Finney has leased the Farmer's Elevator at West Lebanon, Ind., and will soon take possession. He will also operate the elevators at State Line and Marshfield, Ind., as heretofore.

A farmer living near Peru, Ind., recently disposed of 11,040 bushels of wheat which he had been holding for

years waiting for good prices. A farmer who speculates seldom makes a profit by it.

Cohee & Son sustained a loss to their elevator at Binghurst, Ind., recently. In constructing the building the workmen neglected to put nuts on the big bolts holding up the floor of the bins, and as considerable corn had been put in, the floor gave way, letting the corn into the basement. No one was killed.

ILLINOIS.

Twist Bros.' elevator at Pawnee, Ill., is nearing completion.

An elevator will be built at Sanborn's Mill at Cherry Valley, Ill.

The elevator at Sterling, Ill., has just put in a large cleaning machine.

Memberships to the Board of Trade of Chicago are now selling at \$750.

Hargreave Bros., of Cullom, are building an elevator at Manhattan, Ill.

Geo. B. Griffin is building a warehouse for his elevator at Charleston, Ill.

Cowen Bros., of Crescent City, Ill., have bought the elevator at Chatsworth.

A new elevator will be built at Stumptown, Ill. Work will commence Sept. 1.

Charles Reader has completed his elevator at Coon Siding, near Downs, Ill.

H. A. Bailey has purchased the elevator of Fryer & Smith at Bloomington, Ill.

A grain elevator 24x26 feet and 65 feet high will be erected at Chandlerville, Ill.

The Star Milling Co. has completed a 50,000 bushel elevator at Germantown, Ill.

The Barnes elevator at Orangeville, Ill., is to be equipped with a gasoline engine.

Randolph & Co., of Lincoln, Ill., have sold their grain and feed business to the Wasson Co.

It is reported that the corn crop will fall far below the average yield in central Illinois.

R. E. Pratt, of R. E. Pratt & Co., Chicago, is expected home from Europe the last of this month.

Opie Bros., of Apple River, Ill., are erecting a large grain elevator on the I. C. Ry. Co.'s tracks.

Cavitt Bros., of Woodland, Ill., have completed their new grain elevator and are now operating it.

John W. Spillman, of Spillman, Orton & Spitley, of Lincoln, Ill., spent several days in Chicago recently.

M. S. Brown, the well known grain dealer at Alton, Ill., has been appointed postmaster at Brighton, Ill.

Geo. W. Depuy and Chas. L. Crawford, of North Dixon, Ill., have purchased the grain elevator at that place.

Graham Bros., of Freeport, Ill., are tearing down their old warehouse to make room for a new elevator.

M. F. Post, for twelve years superintendent of the elevator at East Dubuque, Ill., has moved to Cherokee, Ia.

The Normal elevator at Normal, Ill., is taking in quite a good quality of oats but reports them very light in weight.

Richardson & Co., of Kansas City, have leased the Santa Fe elevator at Chicago, and are remodeling it to a cleaning elevator.

W. F. Barr, of Waynesville, Ill., has disposed of his grain business and purchased an interest in the firm of Smith & Marvel.

W. H. Delong, of Sandorus, Ill., has completed an addition to his grain elevator, which gives him 10,000 bushels more capacity.

W. H. Westbrook has bought the entire Westbrook elevator at Bloomington, Ill., W. T. Westbrook retiring from the grain business.

The Crescent City Grain Co.'s new elevator at Anchor, Ill., is ready to receive grain. This makes the fourth elevator at Anchor.

It is reported that M. R. Meents, of Ashkum, Ill., has sold his elevator interests at Chatsworth, Ill., and will go out of the business.

The Santa Fe elevator at Chicago, Ill., is being made over into a cleaning house. James S. Metcalf & Co. have the contract for the work.

Asa A. Skinner is repairing and improving his elevator at Hudson, Ill., by putting in modern up-to-date machinery and a gasoline engine.

Benson Bros. & Co., of Mahomet, Ill., have let the contract for the building of their new elevators, and the work will be commenced at once.

N. A. Mansfield & Co., have retired from the grain business at Tuscola, Ill., and the new elevator will now be operated by H. E. Rea & Co.

The Rogers Grain Co. of Gibson City, Ill., is building a large elevator 56x42 feet and 50 feet high, and when completed will be used for storing corn.

P. G. Jones, of Champaign, Ill., who recently purchased the West End grain elevator property, has taken formal possession, and contemplates building more cribs.

The Chicago & Grand Trunk Ry. Co. is putting in its new elevator at Chicago, twelve Chase-Kaesner Patented Oat Clippers, with a capacity of 12,000 bushels.

Jacob Ader & E. O. Clabby, are making arrangements to buy grain at Chebanse, Ill., and will build an elevator and equip it with machinery for handling same.

The Western Engineering & Construction Co. is overhauling the Michigan Central elevator at Kensington, Ill. It is putting in 4 large clippers and a separator bought from F. M. Smith, representing the Huntley Mfg. Co.

E. D. Risser and E. E. Rollins, of Ludlow, Ill., have formed a partnership and purchased the elevator at Woodland, Ill. Mr. Risser will continue his business at Ludlow, and Mr. Rollins will take charge of the Woodland elevator.

The Middle Division Elevator Co. of Chicago has bought the Champaign Transfer elevator, and will put in a new No. 9 Invincible clipper, purchased from Jas. L. Wheeler, the Chicago representative of the Invincible Grain Cleaning Co.

F. M. Smith, of the Huntley Mfg. Co., sold 2 clippers, 1 smutter, and 1 separator to the Central Elevator Co. for Central Elevator A. at Chicago. The Webster Mfg. Co. put in the shafting and did the work necessary to convert it into a cleaning elevator.

The co-partnership which has existed between F. & J. Ervin and J. P. Woolford, in the grain business at Galton, Ill., has been dissolved by mutual consent, and the business will be conducted by J. P. Woolford, who is the owner of the elevator at that place.

It is reported that George F. Swift, the dressed beef man, of Chicago, is to enter the grain business, and will build a large elevator at 106th St. and the Calumet river, opposite the two large houses of the Peavy Grain Co., in South Chicago, but this is denied by Swift.

Milton Churchill, of the grain firm of Churchill & Co., of Toledo, O., has permanently located in Chicago, where he is conducting a branch house. Churchill & Co. recently leased the Lake Shore transfer elevator at Englewood, and it is now being operated by Mr. Churchill.

L. C. Thompson, who formerly operated a bucket shop grain business at Streator, Ill., is now a porter in the Phoenix hotel at Pontiac, Ill. Mr. Thompson was always telling the boys how to get rich buying grain and stocks, but evidently couldn't make the plan win himself.

Mr. Van R. St. John, of Wapella, Ill., has taken the place of Mr. Magoon under Mr. Newell in the Middle Division elevator office at Bloomington. Mr. Magoon has been transferred to Pontiac to take charge of a number of grain elevators, and Mr. Jennings has gone from Pontiac to the Champaign office of the company.

Armour & Co. have begun rebuilding the C., B. & Q. elevator, known as "Armour D.," which was recently burned. The new building will stand on the site of the former one, on the east side of Mason's canal, between Twenty-second street and the south branch of the Chicago river. The new elevator will be somewhat smaller than the one burned.

The Macdonald Engineering Co. is erecting a 200,000 bushel steel storage plant for the American Malting Co., at 12th and Rockwell streets, which is a decided departure from the old style of steel structures. It is a nest of small cylinders joined together so as to support one another. The old plan of building division walls of wood in the large tanks seems to have proved unsatisfactory.

Albert A. Munger, of Chicago, who for many years was president of the Munger-Wheeler Elevator Co., died at Mackinac Island, Mich., Aug. 26th. Mr. Munger was born in Chicago in 1845 and was the only child of Wesley Munger, a pioneer in the elevator business in Chicago. Mr. Munger was a man of charitable disposition and a liberal giver to various hospitals and the city charities. He was fond of travel and especially interested in works of art, of which he had a large and valuable collection. He was a bachelor.

J. M. Maguire, who has been engaged in the grain business at Campus and Wilson, Ill., for the last nine years, has formed a partnership with his brother, T. P. Maguire, of Campus, and purchased the old Kirne elevator at Campus, Ill., owned by G. M. Kime. They will operate it after Sept. 13, the style of the firm being Maguire Bros. The elevator will be overhauled, the dump will be remodeled and a gas engine put in. Mr. J. M. Maguire will continue to operate the Carrington, Hannah & Co. elevator at Wilson, and Mr. T. P. Maguire will operate the elevator at Campus.

The Air Line elevator, belonging to the Chicago Railway Terminal Elevator Co., at Chicago, was destroyed by fire on the night of Aug. 20th. The fire started by the watchman's lantern setting fire to escaping gas. The property was valued at about \$100,000, much new machinery had been put in the building recently. The grain in the building consisted of corn and rye. The insurance on the building amounted to \$100,000, and on the grain \$39,500. The loss on the grain was adjusted at a fraction less than 33 per cent of the face of the policies. A large quantity of grain was shipped out just before the fire.

W. L. Dumont & Son, grain buyers at Decatur, Ill., filed a voluntary petition in bankruptcy in the United States District Court Aug. 22nd. Their liabilities are \$77,000, with no assets other than a little personal property which is exempt under the law. The Dumonts are members of the Chicago Board of Trade. The principal creditors are: Milliken National Bank, Decatur, \$17,000; Citizens' National Bank, Decatur, \$16,338; Smith Gambrill & Co., Baltimore, Md., \$1,048; Parr & Johnson, Baltimore, \$3,002; Tate Mueller & Co., Baltimore, \$3,095; Charles Counselman & Co., Chicago, \$3,556; James P. Smith & Co., Chicago, \$3,392; Carrington, Hannah & Co., Chicago, \$8,085; I. M. Parr & Sons, Philadelphia, \$9,338; Reynolds Bros., Toledo, \$2,820; Bartlett, Frazier & Co., Chicago, \$3,000; E. B. White Grain Company, St. Louis, \$2,152; Howe & Co., Chicago, \$3,600. Other creditors are farmers residing near Decatur, whose claims range from \$10 to \$200.

IOWA.

Mr. Roe, of Grafton, is buying grain at Carpenter, Ia.

A. M. Replogle is building an elevator at Farragut, Ia.

The Alta Roller Mill Co., of Alta, Ia., is improving its mill and elevator.

F. D. Carson, of Iowa Falls, Ia., will operate the elevator at that point.

A new elevator is being built at Woolstock, Ia., on the M. C. & Ft. D. Ry.

C. D. Fanton, of Belle Plaine, Ia., has built a large addition to his elevator.

Arthur Ellsworth will open and operate the elevator at Emmetsburg, Ia.

James Wintermute, of Hubbard, Ia., has sold his grain business to Peter Jones.

R. R. Smith, of Orchard, Ia., has purchased the elevator of John Hass at Traer.

Grant Miller, of Parnell, Ia., will build an elevator at Keota in the near future.

Clark Bros., of Manson, Ia., have sold their elevator and grain business to Jas. Brayinton.

Davie & Mankey, of Newell, Ia., have sold their grain business to D. L. Power, of Marathon.

Counselmen & Co., of Chicago, have put a gasoline engine in their elevator at Plover, Ia.

Jas. Thompson's new elevator at Garrison, Ia., is completed and ready to take in grain.

John McIntire, of McIntire, Ia., has sold his elevator to Peter Vandervover, of Dexter, Minn.

L. H. Valentine is erecting a new elevator at Mapleton, Ia., with a capacity of 22,000 bushels.

Geo. Wheeler has purchased the elevator and grain business at Guerrsey, Ia., from J. P. Wherry.

E. R. Rodebaugh, of Dickens, Ia., now has charge of the Spencer Grain Co.'s elevator at Fostoria.

A. J. Rossing, formerly in the grain business at Bode, Ia., has engaged in business at Minneapolis.

The equipment of the grain elevator at Elliott, Ia., has been improved by the addition of a grain cleaner.

Livermore Bros. have bought G. F. Thomas' new elevator at Swea City, Ia. G. S. Livermore will run it.

The Inter-State Elevator Co. will erect a 25,000 bushel elevator at Burt, Ia. Joe Elvidge will be the manager.

Clarence Ellsworth, manager of the Hunting Elevator at Spencer, Ia., has reopened it for full business.

Albert Imholt, of Haverhill, Ia., is contemplating the building of an elevator at Ferguson in the near future.

John Thede, the well known grain dealer of New Liberty, Ia., died Aug. 22, after an illness of about three months.

Freeman & Robson, of Clarion, Ia., have moved their elevator from the B. C. R. & N. Ry. tracks to the M. C. & Ft. D. tracks.

Schreiber, Buell & Morse have purchased the Halsey elevator at West Bend, Ia. Mr. Schreiber will have charge of it.

H. Lauwbaugh's elevator and office at Stuart, Ia., burned, with 12,000 bushels of grain, Aug. 25. Loss was \$15,000; fully covered by insurance.

A. O. Grindeland, of Highlandville, Ia., has accepted a position as grain buyer at Sanburn, N. D., for the Andrews & Gage Elevator Co., of St. Paul.

Hiram Clay will have charge of the grain business at Newberg, Ia., formerly conducted by Mr. Roberts. The firm name will be Roberts & Clay.

Reports from Iowa indicate that the wheat crop of that state will be the heaviest in twelve years. It is estimated that 25,000,000 bushels will be harvested.

The A. & F. Michael Elevator Co., operating houses between Preston, Minn., and McGregor, Ia., has been succeeded by the E. L. Tollifson Elevator Co.

Thomas Bros' elevator at Stafford, Ia., was burned Aug. 14th, with 5,000 bushels of grain. The origin of the fire is unknown. Only a small part of the loss is covered by insurance.

The office of the South Branch Elevator Co., at Oakland, Ia., was broken into on the night of Aug. 21, but the intruders were unable to force the safe, and consequently secured nothing of value.

E. J. Edmonds, president, and F. D. Babcock, secretary and treasurer, of the Grain Shippers' Association of Northwestern Iowa, were in Chicago recently and appeared before the interstate commerce commission in behalf of the grain shippers for a reduction in freight rates.

A new company has been formed at Wellsburg, Ia., to be known as the Wellsburg Grain & Stock Co. The officers are John C. Lusch, president; John Tjadens, manager, and Chas. Biebesheimer, secretary and treasurer. The object of this company will be to buy and ship grain and stock.

The Spencer Grain Co., with headquarters at Spencer, Ia., is making many improvements in its elevators. It has put in two new boilers, increased its power 40 per cent and repaired its engine and boiler house at McGregor, Ia. The capacity for storage is 125,000 bushels. L. E. Davidson, of Decorah, is their superintendent.

We have it from a reliable source that the crops near Wilton, Ia., will give an average yield of oats per acre of 30 bushels; quality fair. Rye, average yield 20 bushels; quality excellent. Wheat, average yield 22 bushels; quality excellent. Barley, 25 bushels; quality fair. Timothy hay, average yield 1½ tons per acre. Clover hay, two tons per acre.

The Iowa Weather Bulletin for Aug. 23 says the corn crop has made good progress, and except within a limited area there is ample moisture to bring it to an early maturity. The larger number of reports as to the condition of corn are quite favorable, though in some sections the crop is reported to be somewhat below an average. The rains have greatly improved pastures, and the soil is in good condition for fall

plowing, which is in progress. Threshing small grain is progressing, with numerous favorable reports as to yield and quality of grain.

Secretary F. D. Babcock, of the Grain Shippers' Mutual Fire Insurance Association of Iowa, writes us that the annual report made at the recent meeting of the association "shows that the cost of \$1,000 insurance in our association for the past year, has been \$8.90 as against \$30 per \$1000 that would have gone to the Board, or compact Companies. When you consider the fact, that this expense also includes the expense of Incorporation, and of amending the articles of Incorporation, so that we may now write insurance on any desirable risk, the evidence is very strong, that we have been paying too much for insurance. It is very gratifying to be able to say, that at no period of our existence, have we made such rapid growth as since July 1, 1898."

KANSAS.

F. M. Benedict, of Chanute, Kan., has leased the Santa Fe elevator.

The Canadian County Mill & Elevator Co. is contemplating building a new elevator.

The Newton Milling & Elevator Co., of Newton, Kan., has completed its new elevator.

The La Crosse Lumber and Grain Co., at La Crosse, Kan., is adding new machinery to its elevator.

S. B. Rickerson and F. D. West have formed a partnership and will enter the grain business at Kinsley, Kan.

The large elevators known as the Hunter Elevators, at Belleville, Kan., and owned by the Davis-Steele Mercantile Company, were burned on the afternoon of Aug. 11th. They contained about 10,000 bushels of grain. No insurance.

The Wichita Mill & Elevator Co., of Wichita, Kan., is building a large addition to its elevator and covering it with corrugated iron. This will increase the storage capacity of the elevator to 150,000 bushels. New modern machinery is also being put in for the rapid handling of grain.

State grain inspector Culver, of Kansas, has filed his report for July with the state auditor. It shows that the department earned \$2,354.72, while the expenses amounted to \$3,305.05. Warrants were drawn on the reserve fund in the state treasury for \$950.33 to cover the deficiency.

The Wichita, Kan., papers claim that for capital seeking, profitable as well as permanent investment, there is no more favorable opportunity than that now offered by their city as a grain center. And that all the wheat grown in Kansas can be hauled there in a few hours, that Wichita is an equal distance from both Galveston and Chicago.

NEBRASKA.

R. R. Kyd is building a new elevator at Armour Junction, Neb.

The new elevator being erected by William Clark, at Edgar, Neb., is nearly completed.

Harroun Bros. are building a new elevator at Davenport, Neb., it is situated on the St. J. & G. I. track.

The Omaha Elevator Company will build a new elevator at Elm Creek, Neb.

Nye & Schneider, of Fremont, Neb., recently completed an extensive elevator near Elkhorn, Neb. It is now in operation.

Edw. A. Ordway, southwestern agent of the Invincible Grain Cleaner Co., writes us: The Great Western Mfg. Co. has closed contract with the Olathe Mill & Elevator Co., at Olathe, Kan., for a 20,000 bushel elevator and 125 barrel mill, the same includes a full line of invincible cleaners and Flour packers.

D. H. Cremer, who has charge of the construction of a new elevator being built for the Omaha Elevator Company at Gothenburg, Neb., says: "The elevator will be 34x41 ft., and 43 ft. to the eaves, and 80 ft. high. It will have a capacity of 40,000 bushels and will be the largest elevator west of Fremont. Mr. J. A. Martin will take charge of the firm's business."

MISSOURI.

Lieut. C. A. Dayton, a member of the Kansas City Board of Trade, has started a new grain firm at Kansas City, under the name of C. A. Dayton Grain Co.

The new Wabash elevator at St. Louis, Mo., has been completed. The structure is one of the most complete of its kind in the west, and has a storage capacity of 75,000 bushels.

Conrad Fath, formerly of the firm of Fath, Ewald & Co., which for a number of years did business in flour and grain, died at St. Louis, Mo., Aug. 10th. He was sixty-five years of age.

The Hurd Milling and Grain Co.'s elevator at Kansas City, Mo., took fire on the evening of Aug. 12th. It is believed that it was set on fire by discharged employees. The total loss was about \$1,000, covered by \$5,500 insurance.

The elevator at Breckenridge, Mo., caught fire on the morning of Aug. 17th, but was discovered in time, and the flames extinguished before much damage was done. It is supposed to have caught from sparks from a passing engine.

The Barnard & Leas Mfg. Co., of Moline, Ill., has placed a No. 6 Cornwall Corn Cleaner for Frank Kaucher, of St. Joseph, Mo., and also a No. 6 Ware House separator, conveyors, pulleys, etc., for W. J. Baird, at McKittrich, Missouri.

The Frank L. Miller Grain Co. is the last new firm for Kansas City, Mo. Frank L. Miller is president and Wm. G. Hazeltine secretary, both of Kansas City. John L. Messmore, of St. Louis, is vice-president. The firm will have offices both in Kansas City and St. Louis. Capital stock \$2,000.

MICHIGAN.

Robert Booth, of Dryden, Mich., is building a new elevator.

The elevator recently destroyed by fire at Byron, Mich., is being rebuilt.

Blumenau & Leslie have erected a large elevator at Whittemore, Mich.

George Perrin, of Kalamazoo, Mich., is building a large elevator at Manton, Mich.

Jossman & Allen have been making extensive repairs to their elevator at Leonard, Mich.

Two new grain elevators have been built at Fremont, Mich., with a capacity of 10,000 bushels each.

Wm. Jackson, of Hopkins Station, Mich., has formed a partnership with Wm. Martin in the grain business.

Hamlin Bros., who recently assumed control of the Lennon elevator at Durand, Mich., say that "business is opening up fine."

The new 17,000 bushel elevator at Fairgrove, Mich., has been completed, and is now ready to receive the first load of this year's wheat.

Detroit, Mich., is to have a new grain firm, which will be known as the Roe-Caswell Grain Co. J. B. Roe, of Detroit, and H. F. Caswell, of Portland, are to be the incorporators.

The elevator at Grand Blanc, Mich., operated by Mr. Cropser, has been enlarged to double its former capacity. C. R. Parker is also repairing an old elevator at the same place.

Mr. Linihan is building a large elevator on the D. T. & M. Ry., at Battle Creek, Mich. He is also building a warehouse adjoining the elevator, which will have a capacity of 8,000 bushels.

The new grain firm which has been organized at Davison, Mich., is composed of J. F. Cartwright, Ira Cole and Chas. Cartwright. The company will be known as the J. F. Cartwright Co., and successors to J. F. Cartwright.

E. D. Hooker has sold his grain business at Hopkins Station, Mich., and has gone to Allegan, Mich., where he has accepted a position with J. B. Van Henlen, purchasing agent for the Walsh-De Roo Milling Company, of Holland. They will buy all kinds of grain.

E. J. (Zeke) French, the well known grain dealer at Montgomery, Mich., has been absent from home and business since the 13th inst. It has been learned that he was financially embarrassed, being involved to the extent of \$1,500 or \$2,000. He had always dealt with scrupulous honesty, and all regret very much his embarrassment.

WISCONSIN.

Armour & Co. expect to open an office in Milwaukee September 1st.

Aug. Froemming, of Algona, Wis., has gone into the grain business.

Frank Sheerar now has charge of E. A. Earles' elevator at Larson, Wis.

A large addition is being built to the Helmer elevator at Fond du Lac, Wis.

J. H. Coleman, of Colfax, Wis., will go into the grain business at Keithsburg.

West Superior, Wis., has already begun to receive large quantities of grain from the Dakotas.

The new large elevator being erected by the W. Seyk Co., at Kewaunee, Wis., is rapidly nearing completion.

The foundation for the new Dousman elevator at DePere, Wis., has been completed and work on the superstructure commenced.

The Amenia & Sharon Land Co., of Superior, Wis., is making extensive improvements in its grain elevator. Additional machinery will also be put in.

The majority of the elevators in Wisconsin are ready and in shape to handle their share of this year's crop, and it is expected that the last of August will see the new crop on the move.

The firm of Paine Bros. & Co., of Milwaukee, Wis., has been dissolved by mutual consent, F. R. Morris and C. A. Morris retiring, and C. M. Paine will continue the business alone.

The Northern Grain Co., of Manitowoc, Wis., has reopened the Tibbett elevator at Fond du Lac, which was recently closed by Paine Bros. & Co., of Milwaukee. J. J. Marsh, of Tama City, Ia., will have charge of the elevator, which will be made one of the principal buying points of the Northern Grain Co.

At the annual meeting of the S. Y. Hyde Elevator Co., of La Crosse, Wis., the old officers were reelected, the usual dividend ordered paid, and the year's work and business reviewed. It was shown that the year had been a satisfactory and a prosperous one.

John S. George, for thirty years in the employ of the Chicago & Northwestern Railway Co. at Milwaukee as general agent, will retire September 1st. Since August 1st he has been a member of the firm of Raymond, Pynchon & Co., commission merchants, and will be one of the active members in the Milwaukee office.

The following proposed change in the rules of the chamber of commerce at Milwaukee, Wis., in relation to the grading of wheat, has been suggested by the board of directors. Final action will be taken September 20: "Resolved, That rule 11 be and is hereby amended by the adoption of the following, to be known as section 7: Section 7. All contracts for purchase or sale of wheat, unless otherwise specified, shall be understood to be for No. 1 Northern spring wheat, and this grade or the higher grade of No. 1 hard spring wheat, either in whole or in part, shall be delivered and shall be received in fulfillment of such contracts. This section shall be in force and effect only from and after its passage until and including August 15, 1899."

MINNESOTA.

The new elevator at Alden, Minn., is nearly completed.

G. A. Swan, of Albert Lea, Minn., will build a new elevator.

The wheat crop about Litchfield, Minn., is much below expectations.

You will confer a favor by sending us the grain trade news of your district.

The Phoenix Roller Mill is building a 30,000 bushel elevator at Minneapolis.

Hodge & Hyde, of La Crosse, Minn., are building an elevator at Alpha, Minn.

R. D. Johnson will manage the new Farmer's Elevator at Bellingham, Minn.

Hr. Shields, of Darwin, Minn., has taken charge of the elevator at Monticello, Minn.

The Monarch Elevator Co. is building a 40,000 bushel elevator at Key West, Minn.

A 25,000 bushel elevator is being built at Wheaton, Minn., by the Crown Elevator Co.

The erection of a farmer's elevator is contemplated at Minneapolis for the North Side.

A new 20,000 bushel elevator is being built by the Roller Mill Co., at Springfield, Minn.

The elevator of the New Ulm Roller Mill Co., at Essig, Minn., has been sold to Bingham Bros.

John Whitson has purchased Fred Rowe's interest in the Stedman Elevator at Sauk Centre, Minn.

F. M. Simmer has reopened the Simmer elevator at New Prague, Minn., where he will buy grain.

Honstain Bros. are building a 45,000 bushel elevator for the Peavy Elevator Co. at Worthington, Minn.

The storm of August 19th did considerable damage to grain and buildings around and near Marshall, Minn.

Manager Sorenson, of Cargill Bros., is having several improvements made in their elevator at Albert Lea, Minn.

The W. W. Cargill Elevator Co., of La Crosse, has opened its elevator at Twin Lakes, Minn. J. H. Finch is in charge.

It is reported that wheat will yield from eighteen to twenty-eight bushels to the acre in the vicinity of Sauk Centre, Minn.

George J. Morton, formerly manager of the Central Elevator, a Peavy house at Minneapolis, has given up that position and now represents J. F. Harris, of Chicago, on Change.

The Barnard & Leas Mfg. Co. have sold M. Gunderson, of Kenyon, Minn., a No. 4 W. H. separator, and a No. 2 Horizontal scourer to G. W. Van Duzen & Co., for their elevator at Carby, Minn.

The Union Elevator Co., at Toronto, Minn., has been incorporated, capital stock \$7,500. The incorporators are E. G. Nelson, Martin Soter, L. J. Hanson, L. C. Hage, O. C. Dokken, Ole J. Pertin and C. T. Christopherson.

The Lumberton Elevator Co., of Winona, Minn., has sold its line of fifteen elevators between Winona, Minn., and Osage, Iowa, to W. W. Cargill Co., of La Crosse, Wis. They have an aggregate capacity of half a million bushels.

At the annual meeting of the Minneapolis Grain Dealers' Association, held Aug. 19th, the following officers were elected: President, George A. DuVigneaud; vice-president, W. A. Freemire; treasurer, James H. McCarthy; secretary, J. F. Swart.

The Great Eastern Elevator Co., which is building a course-grain elevator in southeast Minneapolis, has filed articles of incorporation. Capital stock \$35,000. The incorporators are R. L. Frazer, of Pelican Rapids, Minn.; W. G. Nicholls, J. E. Nicholls, F. N. Taylor and James Walker, of Minneapolis.

The Imperial Elevator Co., of Owatonna, Minn., has removed its headquarters to Minneapolis, opening offices in the Flour Exchange. The officers are P. L. Howe, president, and A. M. Sheldon, secretary. This company operates twenty-five interior elevators, located on the Great Northern road. Their combined capacity being about 750,000 bushels.

F. H. Peavey, representing the Peavey Grain Co., of Minneapolis, made a tour through the golden wheat fields of Manitoba and the two Dakotas recently, on a personal trip of inspection. Mr. Peavey had Manager Kendricks' private car of the Northern Pacific and was accompanied by the following gentlemen: E. C. Michener, Frank Haffelfinger, H. V. Jones, Geo. W. Peavey, Alex Stewart, Alvin Godfrey, C. A. Bovey, all of Minneapolis, and F. L. Hankey, vice-president of the Northern Trust Co., of Chicago, Gen. Freight Agent Still, of the Northern Pacific was also with the party.

The 1898 crop of wheat has not only been harvested, but the enterprising newspapers of Duluth have already prepared and published reports showing how much grain will be received during the ensuing crop year. Unfortunately two of the guessers differ to the extent of 25,000,000 bushels in their reports on the amount of grain which will be received. The News-Tribune estimates the amount that will be received at 65,000,000 bushels. The Commercial Record has reported the amount in detail and gives the total at 90,000,000 bushels. The number of grains which will be received have not yet been counted.

The Minnesota Railroad and Warehouse Commission held a meeting Aug. 17th, made several changes in the rules governing the grading of grain, and upon the recommendation of Chief Grain Inspector, A. C. Clausen, the rules providing for grades of Scotch Barley were

eliminated. A change was made in the old rules providing that the grades number 1, 2, and 3, Chevalier barley shall conform in all respects to the grades of 1, 2, and 3 barley, except that they shall be of Chevalier variety, grown in Montana, Oregon and on the Pacific Coast. It was also recommended by the chief inspector that in case of the admixture of winter or northern white wheat with Minnesota grades of spring wheat, or with each other and such admixture is in excess of 5 per cent, it shall be graded according to the quality thereof and classed as Nos. 1, 2, and 3, etc., mixed wheat, with inspectors' notations describing its character. The old rules governing the inspection of grain were then re-adopted with the changes for the guidance of Minnesota inspectors, throughout the ensuing year. The recommendation that musty wheat be placed in a higher grade did not receive the favorable consideration of the board.

SOUTHWEST.

J. F. Weiser & Co. are building a 50,000 bushel elevator at Hico, Tex.

William Newton, of Enid, O. T., has contracted for a 30,000 bushel elevator.

S. D. Field, of Hamilton, Tex., will build a 15,000 bushel elevator at Hamilton.

It is reported that the Illinois Central will erect another elevator at New Orleans.

A new elevator is being built at Minco, I. T. It will have a capacity of 50,000 bushels.

An effort is being made to build a farmer's cooperative grain elevator at La Jara, Colo.

The new elevator at Denton, Tex., is about completed. It has a capacity of 30,000 bushels.

The Cameron Mill and Elevator Co. is making extensive improvements in its elevator at Fort Worth, Tex.

The farmers of Tarrant county, Texas, are considering the advisability of erecting a grain elevator at Ft. Worth.

The grain receipts at Corsicana, Tex., have been exceptionally large, the cause being the filling of orders for eastern shipment.

The Wichita Mill and Elevator Co., of Wichita Falls, Tex., let contracts for improvements upon its building, and some will soon be completed.

The steel storage tanks at McKinney, Tex., consisting of three steel cylindrical bins, each with a capacity of 40,000 bushels, have been completed.

It is reported that a contract has been let for the construction of a 650,000 bushel elevator at Fort Worth, Tex. Messrs. Orthwein & Sons are the projectors of the enterprise. The contractors are supposed to be St. Louis builders.

Fire destroyed the grain house of E. A. Turner at Van Alstyne, Texas, recently. There was about 3,000 bushels of uninsured grain which belonged to Thompson & Berry destroyed. Mr. Turner had 6,000 bushels of grain, and was insured for \$3,250.

F. F. Struby has taken out a permit for the erection of a grain elevator at Denver, Colo., for the Northwestern Elevator Company. The permit calls for the expenditure on the building of \$25,000. The building will be 50x126 ft. in size, and 78 ft. high, with estimated capacity of 250,000 bushels. In addition to the elevator, the same company will build a warehouse to cost \$30,000.

A permanent association of hay mak-

ers, shippers, buyers and brokers has been organized in Texas for the purpose of furthering the interests of this important Texas industry. The following are the officers of the association: President, F. W. Meyer, of Bonney; secretary, J. M. McGinty, of Alvin; vice-president, Fletcher Wilson, of La Porte; treasurer, W. W. Tigner, of Sandy Point.

NORTHWEST.

Wm. Herriott has erected a new elevator at Hoople, N. D.

J. Sayer is building a 20,000 bushel elevator at Harvey, N. D.

J. Rosholt is building a 30,000 bushel elevator at Clifford, N. D.

Charles S. Moores is building a large grain elevator at Hope, N. D.

Lewis Hicks and George Jacobson are building an elevator at Hickson, N. D.

A 35,000 bushel elevator will be erected at Mayville, N. D., on the Gould farm.

A 15,000 bushel elevator is being built at Dickey, N. D., by the Monarch Elevator Co.

B. W. Perry, who has charge of the Empire Elevator at Bath, S. D., has opened it for business.

The St. Anthony & Dakota elevator at Claremont, S. D., has been opened. A. J. Zickrich is manager.

The Russell-Miller Milling Co. has its new 40,000 bushel elevator at Valley City, N. D., about completed.

The East Grand Forks Elevator Co., at Grand Forks, N. D., has filed articles of incorporation. Capital \$35,000.

Commissioner of Agriculture Thomas, of North Dakota, estimates the wheat yield of North Dakota at 50,000,000 bushels.

It is estimated that the South Dakota wheat crop will be 60,000,000 bushels, as against 29,000,000 bushels last year.

J. M. Hartin has his new elevator at Tokota, N. D., about completed. It will take the place of the one burned last winter.

An elevator at Grand Forks, N. D., of 30,000 bushels, belonging to the North Dakota Milling Co., was sold at auction Aug. 20th.

Pat McHugh and George Gardner, of Langdon, N. D., have purchased the elevator at Forest River, N. D., from the North Dakota Milling Co.

The Marfield Elevator, at Parker, S. D., is being repaired. It will have a new driveway and a gasoline engine, besides other improvements.

It is reported that wheat in the vicinity of Claremont, S. D., is yielding better than for many years. Some fields go as high as 20 bushels per acre.

A report from Wyoming, a state which does not ship any grain outside of its own boundaries, is to the effect that the state will have an excellent crop of grain.

It is reported that the grain shippers of South Dakota are already beginning to experience the inconvenience and annoyance of a car famine on some of the railroads.

A 25,000 bushel elevator is being built at Albion, S. D., by Honstain Bros. for Noah Adams. They are also building one at Lebeau, S. D., for Mr. Adams, with a capacity of 30,000 bushels.

Enthusiastic champions of South Dakota, located somewhere near Chamberlain, are circulating reports to the effect that Bridgewater, which shipped 422 cars of grain last year, will this year ship at least 700 cars. This is surely a

big jump for a small station in one year. It may be another case of counting unhatched eggs.

The reports from the northwest are surely very encouraging for the bears. The reports of different individuals show the wheat crop of Dakota and Minnesota to be very good. The Commercial Editor of Minneapolis Journal seems confident that three states will have nearly 190,000,000 bushels. He credits Minnesota with 88,000,000 bushels, North Dakota 63,000,000, and South Dakota with 36,000,000 bushels. There is comparatively little left over from former crops of the northwest, so it will not be surprising if the amount sent to market is not more than from the average crop.

PACIFIC COAST.

Shields & Price have completed an elevator on their Kenilworth ranch near Los Angeles, Cal. It is 65x130 ft.

A. J. Catler, of Tacoma, Wash., has accepted a position as general manager of the lumber and grain business at Yakima, Wash.

It is reported that the Great Northern will begin immediately the construction of a system of railway terminals, docks and elevator at Seattle, Wash.

N. L. Strange is erecting a new elevator at Oakesdale, Wash. It will be 60x100 ft. T. Y. Williams has leased the building and will begin handling grain as soon as the building is completed.

Albert S. Evans has formed a partnership with Messrs. Barg & Kleen, of San Francisco, Cal., and they will go into the grain business. The new firm will be known as Barg, Kleen & Evans.

The state grain commission at Seattle, Wash., has about decided to inaugurate a departure in establishing wheat grades. It has been practically decided to fix the weight of No. 1 wheat at 58 pounds, one pound less than the present grade.

The state grain commission of Washington met at Spokane, Wash., Aug. 27th, and may hold a meeting at Walla Walla on the 29th. The most important matter before the commission is the settlement of the rules governing the grading of wheat.

Aaron Kuhn, of Colfax, Wash., has purchased the Chambers-Price line of elevators, including one at Pullman; J. O. Courtwright will manage the Hiestand, Warner & Co.'s warehouse at Colfax; Mr. Hawby the Pacific coast house and the former's warehouse will be operated by a syndicate of farmers.

Politics continue to make the usual trouble for the grain inspector of Washington, and the entire trade is now having its annual discussion of, What shall the new rules be? There is some talk of establishing a permanent standard for grades of wheat, but as long as the commissioners are guided by the whims of petitioners instead of what is right, fixed standard will be a thing of the future.

Another danger to wheat has come into existence in the form of an insect which causes the grain to ripen prematurely. In Idaho the wheat has taken on a peculiar and premature white appearance, which many attributed to frost, but upon a close examination it was found that this ripening was due to the injuries of small green insects, which fairly swarmed upon the growing wheat. As soon as the stock on which the insects are working becomes dry, they immediately go to the fresh and tender grain.

NOTICE TO THE GRAIN TRADE.

At a meeting of the Board of Railroad and Warehouse Commissioners, held in Chicago, August 25th, 1898, a grade of wheat to be known as No. 2 Northern Spring Wheat was established, reading as follows:

No. 2 Northern Spring Wheat must be northern grown spring wheat, not clean enough or sound enough for No. 1, and must contain not less than 50 per cent of the hard varieties of spring wheat.

A grade of oats was also established to be known as No. 3 White Clipped Oats, reading as follows:

No. 3 White Clipped Oats shall be seven-eighths white, not sufficiently sound or clean for No. 2, and shall weigh not less than twenty-eight pounds to the measured bushel.

The following changes were made in the grading of Red Winter Wheat and White Winter Wheat:

Red Winter Wheat containing a mixture not exceeding five per cent of White Winter Wheat shall be classed as Red Winter Wheat.

Red Winter Wheat containing more than five per cent of White Winter Wheat shall be graded according to the quality thereof and classed as White Winter Wheat.

The above rules will go into effect on Monday, September 19, 1898.

E. J. NOBLE,
Chief Grain Inspector.

Chicago, Ill.

Edward P. Merrill, of Portland, Me., writes: "Western shippers of grain to Portland, Me., or other points in Maine, would profit in most cases by billing to Brunswick, Me., at the Boston rate. We look for a healthier and steadier market. The war with Spain is closing; the period of good times is opening."



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ISSUES Storage Warrants on { Wheat, Oats and Corn

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Are Known for Strength and Durability.

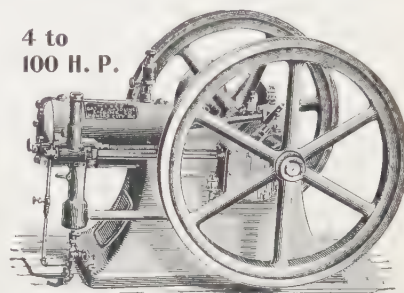
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The accompanying cut shows a type of an elevator that is suitable for small way stations where not much grain is handled and therefore has to be handled cheaply. This kind of a building can readily be put up anywhere, does not cost much, and will handle grain cheaply. For country points that do not warrant a large investment or handle large quantities of grain, this kind of a building is well adapted and just the thing.

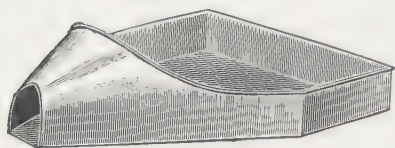
One feature of the building is its neat appearance and size. Many of the plants constructed according to the plan of the one shown cost but \$300 complete.

This elevator and car loader was built by W. A. Fowler, of Walnut, Kan., who is the inventor and builder of the Fowler Elevator and Car Loader. He claims there is absolutely no expense in handling grains of any kind either from wagons to cars or from cribs to cars. It is provided with a low dump, in fact, it is but twenty-eight inches high, so any team can pull a load of grain upon it. Any additional information can be obtained by addressing W. A. FOWLER, WALNUT, KAN.



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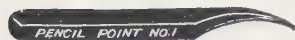
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Made of Aluminum. The Lightest Pan made, will not Rust or Tarnish, always stays Bright.

\$1.25 at Chicago.

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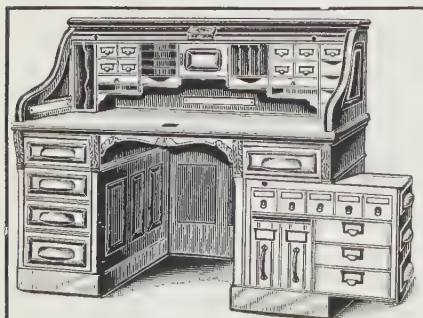
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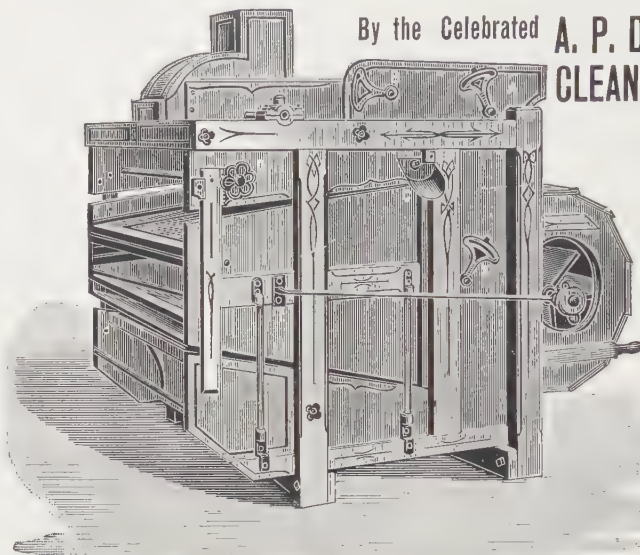
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OVER-BLAST SUCTION SEPARATOR.

Manufactured in any desired size and pattern, with capacities to accommodate the largest Elevators and Flouring Mills, or small Warehouses for hand use. Single and Double. End and Side Shake, and Dustless Separators, both Under and Over-Blast.

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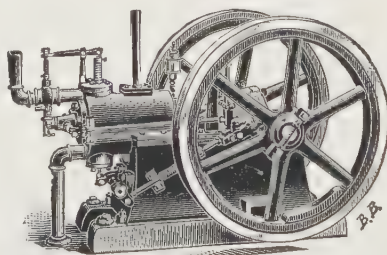
**Clean Your Grain**with a **KASPER**

IT CLEANS GRAIN CLEAN.
SEPARATES CLIPPINGS FROM CLIPPED
GRAIN.
FIRST COST IS SMALL.
REQUIRES NO POWER, NO WATCHING.
WORKS WHILE YOU SLEEP.

**SELF-ACTING
CLEANER.**

TURN ON GRAIN when you leave at night, and several carloads will be ready for shipment in the morning.

THOMAS WHITFIELD, Owner and Manufacturer,
369 Wabash Avenue, CHICAGO, ILL.



**Flour City
Gasoline Engines..**

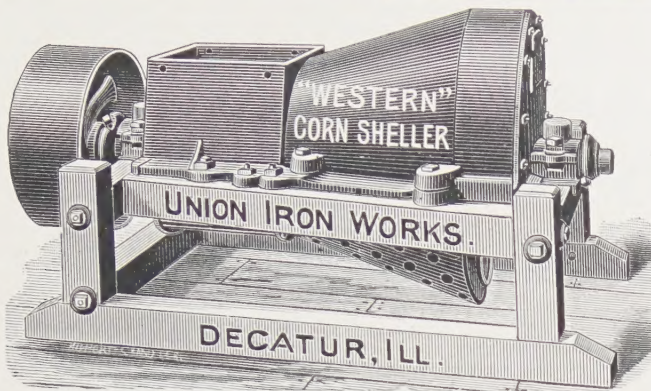
SUBSTANTIAL.
STEADY MOTION.
SAFE. SAVES EXPENSE.

KINNARD PRESS CO., MINNEAPOLIS, MINN.

HAY—GRAIN.**TWO JOURNALS \$2**

Dealers engaged in handling hay as well as grain will profit by subscribing for a journal devoted exclusively to the hay trade and for the Grain Dealers Journal. THE HAY TRADE JOURNAL is published weekly by Willis Bullock at Canajoharie, N. Y., for \$2 per year. The Grain Dealers Journal is published semi-monthly by the Grain Dealers Company at Chicago, for \$1 per year. Regular dealers can get both Journals one year by sending \$2 to either Journal and mentioning this offer.

\$3 for \$2



"WESTERN" WAREHOUSE SHELLER.

UNION IRON WORKS

DECATUR, ILL.

Sole Manufacturers

"WESTERN" SHELLERS AND CLEANERS ...BEST ON EARTH...

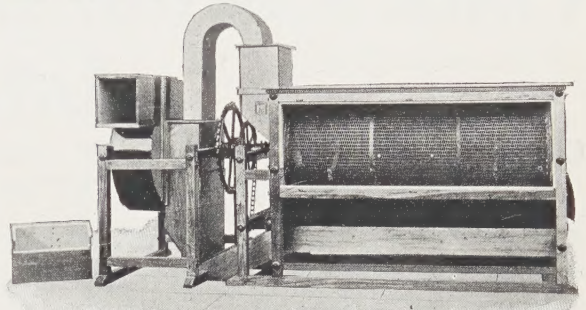
Grain Elevators

...and

Elevator Machinery

...A Specialty...

PLANS MADE ON APPLICATION
BY LICENSED ARCHITECT.



"WESTERN" WAREHOUSE CLEANER.

Write For Catalogue.

Clarks Grain Tables

AVOID UNNECESSARY FIGURING,
PREVENT ERRORS IN COMPUTATIONS
BY USING

CLARK'S STANDARD SERIES
OF GRAIN CALCULATORS,
FOR REDUCING POUNDS TO BUSHELS.

Clark's Grain Tables for Wagon Loads reduces team scale weights to bushels. This book is prepared for use by Country Buyers. It contains 9 tables, showing the number of bushels in any load from 100 to 4,000 lbs. The first table is for reducing weight of oats to bushels of 32 lbs.; the second is for oats at 35 lbs.; the third is for barley, Hungarian grass and cornmeal at 58 lbs. to the bushel; the fourth is for shelled corn, rye and flax seed at 56 lbs. to the bushel; the fifth is for wheat, clover seed, beans, peas and potatoes at 60 lbs. to the bushel; the sixth, seventh and eighth are for ear corn at 70, 75 and 80 lbs., respectively, to the bushel; the ninth is for timothy seed at 45 lbs. to the bushel. All of the tables are printed in heavy faced type on good paper. The price of this book, bound in strong manilla cover paper, is 50 cents.

Clark's Vest Pocket Grain Tables include tables reducing any number of pounds from 60 to 100,000 to bushels of 56 lbs., 60 lbs., 48 lbs., 70 lbs., 75 lbs., 80 lbs. and 45 lbs. They are bound in tough paper and form a thin book 2 3/4 inches wide by 8 3/4 inches long. Price 50 cents.

Clark's Grain Tables for Car Loads reduces any amount from 20,000 to 64,000 lbs. to bushels, and is designed for use by Shippers and Commission Merchants. It is printed on good paper from heavy faced type and bound in cloth. It contains 16 tables, which show the equivalent in bushels of 32, 56, 60 and 48 lbs. of any amount from 20,000 to 64,000 lbs. Price \$1.50.

Bushel Values is a companion table for wagon loads. It shows the cost of bushels and lbs., when the market price is any amount from 15 cents to \$1.04 per bushel. It is conveniently arranged and easily understood. It is printed on good paper and bound in heavy cover paper. Price 50 cents.

Any of the above tables can be obtained from the
GRAIN DEALERS COMPANY,
10 PACIFIC AVE. CHICAGO, ILL.

TELEGRAPH CIPHER CODES.

ROBINSON'S TELEGRAPHIC CIPHER CODE, bound in leather, \$2.00; cloth, \$1.50

A-B-C INTERNATIONAL CODE, \$7.00

STEWART'S TELEGRAPHIC CODE, by means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than 10 letters. 25c

For any of the above, address **GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO, ILL.**

Write your name and address below, enclose in an envelope properly addressed and give to your Uncle Sam's Post Office.

The GRAIN DEALERS COMPANY,
10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please
send the **GRAIN DEALERS JOURNAL** for one year to

Name _____

Post Office _____

County _____

Date _____ State _____

"The official lists of the grain dealers, shippers, flouring mills, elevators and commission houses of any one of the 27 of the principal cities is alone worth many times this small sum and this is the only work which contains these lists, and they are correct and revised to date, besides the many thousands and thousands of places all over the country where grain is bought and sold!!"

BEGIN RIGHT!

SEND A CHECK FOR \$3.00 BEFORE TOO LATE AND GET...

\$20.50 Worth of the Most Valuable and Up-to-Date Advertising and Works relating to the Grain Trade **FOR \$3.00**

Read the Greatest Offer Ever Made to anyone who Operates an Elevator or Flouring Mill, who is a Grain Buyer or seller, a Grain Commission Merchant, a Track Buyer or Seller, or Anyone who desires to reach any of this class of customers.

SEND YOUR CHECK FOR \$3.00 and you will get the following works and advertising worth **\$20.50** expressage fully prepaid.

Clark's Grain Dealers' and Shippers' Gazetteer for 1897-98, 300 pages, 9x12 inches, bound in cloth.	regular price, \$ 5.00	Total \$20.50
Space of fourteen agate lines for your advertisement in same.	regular price, 10.00	
Clark's Grain Dealers' and Shippers' Gazetteer for 1899, 500 pages, bound in cloth.	regular price, 5.00	
Clark's Grain Tables, "Bushel Values," bound in Hercules Manilla.	regular price, .50	

ALL FOR \$3.00 WITH ORDER, Expressage Fully Prepaid. Was Ever Such an Offer Made Before? Think of It! FOR \$3.00

Clark's Grain Dealers' and Shippers'Gazetteer....

Contains the Official List of Flouring Mills, Elevators, Grain Dealers, Shippers and Commission Merchants Located on ALL THE RAILROADS THROUGHOUT THE UNITED STATES AND CANADA.

To the Individual or Firm Receiving this Issue of the Grain Dealers Journal:

GENTLEMEN:—Your business is located on one of these railroads somewhere in the U. S., and your name has been furnished for the work by the officials of said road, as the work is issued under their indorsement and with their co-operation. To print here all the roads represented would take up too much room. Should your firm, however, be a subscriber to **Clark's Grain Dealers' and Shippers' Gazetteer** for 1898 you are aware of the value of the works and advertising above mentioned, and that you paid the amount asked for the entire list for the book alone. Eighty per cent. of the subscribers have renewed, as before, without premiums or advertising space as offered above. The 1899 edition of this work (now being compiled), **will include the lists of more than one hundred railroads not appearing in work for 1898.** It will be between 400 and 500 pages, handsomely bound in cloth. The roads being alive to the importance of the work, every line represented gives the lists the most careful revision, so that absolute accuracy is guaranteed. Besides, the millers and elevators are marked so that you can tell at a glance whether the firm belongs to the milling, elevator, grain buying or commission class. It contains the Grain Inspection Rules of the leading Boards of Trade, including Minneapolis, Philadelphia, Milwaukee, St. Louis, Detroit, Chicago, Cincinnati, Toledo, etc., the list of officers of the leading Boards of Trade, and other information of interest and profit to proprietors of elevators, flour mill owners, grain dealers and shippers, commission houses and track buyers, and concerns who desire to reach this class of customers. The price of the work hereafter will be \$5.00, but should you feel like taking advantage of the above you may do so, if you send your remittance—in that case you can have the entire list sent by express fully prepaid for only \$3.00. Here's an opportunity to get an immense amount of up-to-date information and valuable advertising for a very small sum. Any of the items mentioned are worth more than the price asked for all. Remember, only \$3.00 pays for the entire lot. Send at once so as not to be too late, and inclose "copy" for your advertisement. Write advertisement plainly, as "proof" cannot be shown. Address

CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Building, Chicago.

It Has Occurred to Us That all an advertisement might say would not influence you as much as to print (as we do below), the names of old subscribers whose orders for the 1898 work were received in one day's mail recently. It shows the diversity of the circulation of this great work and the high esteem in which it is held. Do you believe these hard headed business men would send a renewal for a work that did not pay them? They paid the price asked and received no premiums. **You get \$20.50 worth for \$3.00.** Send at once. There are also a few letters from old advertisers in the previous work who send renewals. Your advertisement ought to pay you the same or even better than it does them. A medium that an advertiser who has thoroughly tested it says is good must be very good. Send us your order at once.

Chase, Hibbard Milling Co.....Elmira, N. Y.
The Weston Mill Co.....Scranton, Pa.
Jesse Jones & Son.....Norfolk, Va.
J. Chas. McCullough, Exp'r.....Cincinnati, O.
Southern Grain Co.....Kansas City, Mo.
Santona Roller Mills.....Santona, Iowa.
Saginaw Milling Co.....Saginaw, Mich.
Chas. A. Ayres & Co.....Martinsville, O.
Griffiths & Hayes, Ag'l Imp.....Paoli, Kan.
Ballard & Ballard Co. Mill.....Louisville, Ky.
McCord & Kelly.....Columbus, O.
J. H. Hennesch & Co.....Cincinnati, N. Y.
Enterprise G'n Elevator.....Binghamton, N. Y.
L. Frersdorf & Son.....Hudson, Mich.
Penn Yan Roller Mills.....Penn Yan, N. Y.
McFarlane Mill Co.....Sherbrooke, Quebec.
Dwight M. Baldwin, Jr.....Graceville, Minn.
Logan & Co., Grain.....Nashville, Tenn.

Watertown Roller Mills.....Watertown, S. D.
The Cutler Co.....North Wilbraham, Mass.
Bernier & Co.....St. Hyacinthe, Can.
Miner, Hillard Flour Mills.....Wilkesbarre, Pa.
B. L. Bridges & Co.....Memphis, Tenn.
S. L. Hamilton.....Ashland, Ill.
G. W. Kennedy & Son.....Shelbyville, Ind.
S. R. Lowndes.....Cuba, N. Y.
Caughay & Curran.....Detroit, Mich.
Howell & Webster.....Middletown, N. Y.
Schwartz & Co.....Walcott, Iowa.
J. S. Lewis & Co.....Lockhart, Tex.
Henry Lytle & Sons.....Somers, Wis.
R. L. LeBlanc, Grain.....Chetawa, Miss.
G. A. Richards, Grain.....Guilford Center, N. Y.
J. S. Liggett, Grain.....Wellsburg, W. Va.
John Wade & Sons.....Memphis, Tenn.
George H. Swearingen, G. Store.....Dunbar, Pa.

Davis & Co., Elevators.....Nevada, Mo.
Edward J. Wilkins.....Pittsburg, Pa.
C. M. McLaughlin.....Unity, Pa.
G. L. McLane & Co.....Union Mills, Ind.
Hertz & Keever.....Kansas City, Mo.
W. M. Reid, Grain.....Bucyrus, O.
Mercer & Kulp.....Phoenixville, Pa.
E. R. Ulrich & Son.....Springfield, Ill.
J. D. Nichols & Son.....Noble, Ill.
Scott Roves' Sons.....Cincinnati, O.
Chas. H. Lindner.....Valparaiso, Ind.
E. F. Grover, Grain.....Glyndon, Minn.
C. O. Matheny & Co.....Springfield, Ill.
Robt. Elliot & Co., Grain.....Milwaukee
A. Sperling.....Dewey, Ill.
Alden F. Hays, Grain.....Sewickley, Iowa.
W. A. McLogan & Co.....Carroll, Iowa.
R. J. Gothers.....Hastings, Pa.

"In the Opinion of the Leading Millers, Elevator Owners, Grain Merchants, Buyers and Sellers, it is the Best Work Ever Issued."

SANDWICH ENTERPRISE COMPANY.

SANDWICH, ILL.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We have yours of the 27th ult., and have concluded to place our advertisements in the Gazetteer which you are getting ready for publication, accepting your offer, which we understand is the same as made last year which we used. We sign order and enclose same herewith.

Yours truly, SANDWICH ENTERPRISE CO.
By W. H. Robertson, Asst. Secy.

THE S. HOWES COMPANY.

SILVER CREEK, N. Y.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We are in receipt of yours of the 25th and will state that we will take the page in your new book. We would just as soon use the copy that is in the old book.

Yours very truly, THE S. HOWES CO.,
Per F. L. Cranson, Secy.

THE CASE MANUFACTURING CO.

COLUMBUS, OHIO.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—In response to your letter of recent date we inclose to you order for renewal of full page advertisement in the Grain Dealers' and Shippers' Gazetteer for the years 1897-1898. It may be of interest for you to know that our year's advertisement in the Gazetteer was a valuable one to this company, and we confidently believe that greatly aided our trade, and it is with pleasure that we renew the same for the year above indicated.

Wishing you abundant success, we remain,
Yours truly,

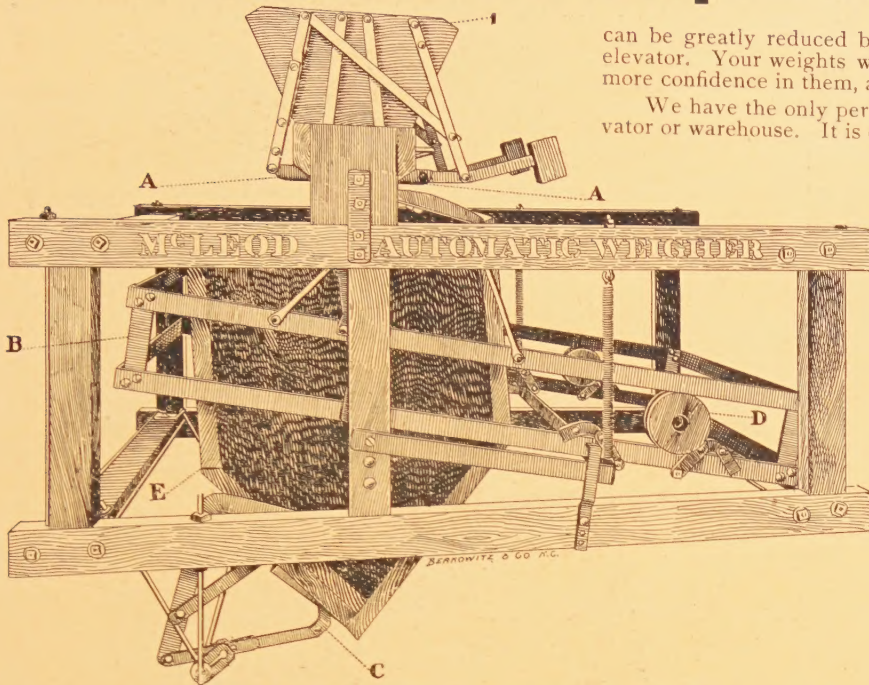
THE CASE MANUFACTURING CO.,

By J. F. Oglevee, Vice-Prest.

Send your order at once. \$3.00 pays for all, to be sent express charges fully prepaid. Don't forget to send "copy" for advertisement at same time. Address

CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Bldg., CHICAGO, ILL.

Shortages in Shipments....



can be greatly reduced by providing reliable weighing facilities in your elevator. Your weights will be correct, the terminal weighman will have more confidence in them, and be more careful in weighing and recording.

We have the only perfect grain weighing device ever put into an elevator or warehouse. It is called the

McLEOD AUTOMATIC WEIGHER

and is manufactured by

McLEOD BROS.

OF MARIETTA, KAS.

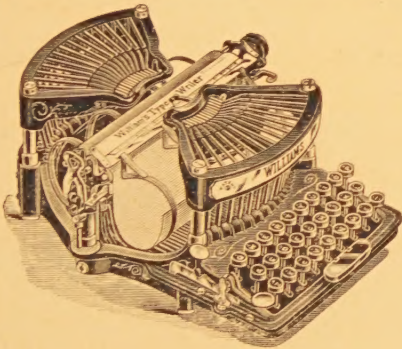
It requires little space, saves time and grain,
and registers the amount automatically.

ROOT & SMITH, KANSAS CITY, Mo.

General Agents for United States and Canada.

Sole Agents for ILLINOIS, IOWA, MINNESOTA, NORTH DAKOTA,
SOUTH DAKOTA, MISSOURI, KANSAS and OKLAHOMA.

H. G. HART, Edgar, Neb.
.....Sole Agent for Nebraska.



THE "WILLIAMS"

STRICTLY HIGH-GRADE

....VISIBLE-WRITING....

DIRECT INKING

TYPEWRITER

14 SEPARATE AWARDS

NOT IN THE TRUST

NO RIBBON
COSTS 50c A YEAR

TO MAINTAIN



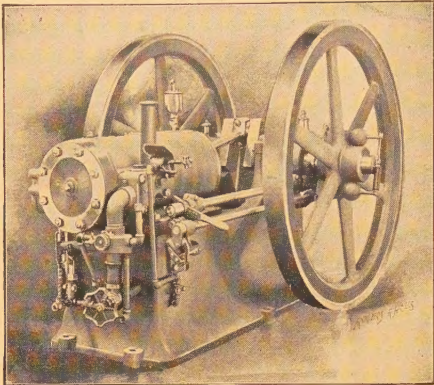
...CATALOGUE ON APPLICATION...

THE NORTHWESTERN AGENCY, 104 LA SALLE STREET, CHICAGO.

WEBSTER MFG. CO.

Eastern Branch,
38 Dey Street, NEW YORK, N. Y.

General Office and Works, 1075-1097 W. 15th St., CHICAGO.



Webster Horizontal Engine for Gas or Gasoline.

We Manufacture the Most Complete Line of....

GRAIN ELEVATOR MACHINERY

of any firm in this country. ✿ We make a specialty of Complete Equipments for Grain Elevators from 5,000 to 2,000,000 bushels capacity. Send for our Catalogues.



You Know and We Know

But 15,000 regular Grain Dealers, all prosperous men, don't know that you are in business.

THE GRAIN DEALERS JOURNAL can help you secure desirable business. Write for advertising rates to the

GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO.

Do Not Attempt

to handle the NEW CROP with your old machinery. Put in new up-to-date machines and machinery. The reduction in the cost of handling, the improvement in the quality of the grain and the increase in price obtained will more than offset the cost of the improvements.

WRITE FOR A COPY of our new Catalogue of Elevator Machines and our latest improved devices and appliances for facilitating the handling of grain.

WELLER MFG. CO. 118 North Ave. CHICAGO.

WE CAN FURNISH OUR
AJAX TRANSMISSION ROPE
IN ALL LENGTHS AND SIZES DESIRED.

